

THE WORLD'S FIRST AIR CARGO MAGAZINE—NOW IN ITS 19TH YEAR

# AIR TRANSPORTATION

JANUARY • 1961

The Air Magazine for The Modern Shipper Vol. 38 No. 1

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Riddle's New Big Lift

We Switched to  
Air Distribution

How the Medallion Idea  
Works

The Short Method

U. S. Air Exports & Imports

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Subscription rate for United States and Territories, \$5.00 for one year, \$10.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years. Individual copies (except November), 30 cents each; November issue, \$1.50 per copy.

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Harrow, Middlesex, England

**AIR TRANSPORTATION** is published by Import Publications, Inc., Ten Bridge Street, New York 4, N. Y.; also publishers of *Custom House Guide*, *American Import & Export Bulletin* and *Air Shippers' Manual*. Reprinting of any article or portion of an article appearing in this magazine without written permission, is strictly forbidden. **AIR TRANSPORTATION** is available on microfilm. For information contact publications office. Advertising rates, circulation and distribution data are listed in *Business Publications Rates & Data*. Classification 140, Standard Rate & Data Service, Inc. Such data may also be obtained from the Publisher or Publisher's Representative.

**EXECUTIVE OFFICES**  
10 BRIDGE ST., NEW YORK 4, N. Y.  
Phone: WHitehall 4-2896  
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Vol. 38, No. 1

January, 1961

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VOL. 38

DOMESTIC . . . INTERNATIONAL AIR CARGO

JANUARY, 1961

No. 1

## AFFA Preparing to Vote On Cargo Man Of Year

This month the members of the Air Freight Forwarders Association will vote on its choice of Air Cargo Man of the Year. The national industry body will distribute special ballots to each member who will be requested to name his choice and state the reasons for the nomination.

Each year the AFFA reveals its choice for the Air Cargo Man of the Year Award at its annual banquet. A handsome plaque, donated by *Air Transportation*, is given to the winner.

The first such award was made to Willis G. Lipscomb, vice president-traffic and sales of Pan American World Airways, in 1959. Last year it was won by Alvin E. Levenson, United States cargo manager of KLM Royal Dutch Airlines.

This year's banquet will take place on April 7 at the Waldorf Astoria in New York. It is traditionally attended by airline, freight forwarding, industrial traffic, and government personalities.

## Pan Am Studying Bids For New-Type Cargo Terminal

Willis S. Lipscomb, vice president-traffic and sales of Pan American World Airways, has revealed his company's intention to place in operation a major cargo terminal of revolutionary design. He said that bids of "leading engineering companies across the country which are submitting conceptions and proposals" are being reviewed by Pan Am.

The executive stated that the new terminal will have built into its design "varied concepts and characteristics, including modular construction, electronics, data processing, palletization, Jet-Paaks, automation, and television."

He pointed out that once a terminal is put up at a major airport such as New York International, it may be reproduced in smaller versions at airports serving cities with a reduced cargo potential. On the other hand, the same design may be expanded from the original. Pan Am sees its terminal this way:

"Except for having a whole side designed to receive cargo from trucks, the terminal will have an external appearance similar to other one-story buildings at airports and modern manufacturing centers.

"The terminal's interior will be unique, however, for its purpose will be to accept the contents of trucks, ranging from single multi-ton items to truckloads of small packages destined for points around the world, and in an hour's time have that freight readied for loading aboard airliners, with all the complex paperwork completed."

## All-Cargo Flights To Be Opened by Alitalia

Bulk-cargo transportation was further stressed on the North Atlantic with the introduction of another freighter service on the busiest international run in the world. Kick-off date for Alitalia's new all-cargo service will be January 18, according to Frank M. Turano, cargo sales manager for North America.

Several weeks ago, British Overseas Airways Corp. rounded out 1960 with the opening of an all-cargo service to London. Alitalia's cargo chief stated that the new freighter operation will start on a twice-weekly basis, flying from New York International Airport to Shannon, Milan, Rome, Tripoli, Beirut, and Teheran. Departures are scheduled for 11 p.m. Wednesday and 6 p.m. Saturday, the latter flight permitting the transfer of air freight originating on the West Coast.

The DC-7F cargoplane used in this service will supplement the Italian airline's daily DC-8 jet passenger-cargo operation. Capacity of the swift piston-engine freighter is 16 tons (5,000 cubic feet).

Turano said that cargo traffic last year showed substantial gains over the preceding year. The first 11 months of 1960 registered a volume increase of 78% over the January-November 1959 total.

Alitalia recently expanded its cargo facilities at New York International Airport. Import shipments are now handled in Cargo Building 82, while the handling of exports is assigned to Cargo Building 84.

## El Al Beats Schedule With Israel Jet Run

El Al Israel Airlines has advanced its Jet Age schedule with the inauguration early this month of a weekly Boeing 707-420 flight between New York and Israel.

Dror Galezer, El Al's manager for the Americas, stated that the airline has leased the aircraft from Varig Airlines. It is the same-type jet equipment purchased from Boeing by the Israeli carrier, the first two of which will be delivered in the spring. It is planned that by the beginning of the summer season six jet flights per week will be operated.

El Al has been operating Bristol Britannia propjets on its route to Tel Aviv.

## Bright Future Seen For Airborne Agriculturals

A report by the Agricultural Marketing Service stated that a large potential exists for the movement by air of agricultural commodities, even though the total lifted in aircraft today is extremely small when compared with the surface movement of the same commodities. It said that the farm commodities comprise about 10% of all air freight today.

"When direct operating costs and rates are reduced to a more competitive level," the report declared, "the advantages of shipping by air, such as greater speeds, greater security and protection in transit, should increase the total volume of air freight substantially. Part of this increase will be in agricultural commodities and foods. The most likely agricultural commodities and foods for expansion in volume are those already moving by air."

It is known that even at today's rates many distributors and exporters of agricultural commodities and foods have been able to expand their markets through the planned use of air freight, both domestic and international.



Turano  
Bulk cargo

## Visas on Air Freight To Chile are Dropped

Panagra announced that consular visas on shipments airlifted to Chile no longer are required. Effective January 1, the new regulation applies to air shipments destined to nearly every city in that country. The sole exception is the Free Port of Arica where former regulations still apply.

The liberalization of the regulations was described by Panagra as "a further step in the Chilean Government's continued efforts to facilitate the entry of merchandise and manufactured goods needed by that country's growing economy."

## It's REA Express Now

Railway Express Agency, Inc. has streamlined its name with a new trade designation—REA Express.

Explaining the change in name, William B. Johnson, president, said that it "properly implies no service or operational limitations. Because the company uses air and all forms of surface transportation, it has wanted to get away from the 'Railway' in its name. Also the new management freedoms won from the nation's railroads in 1959 made the word 'Agency' in the name obsolete, it was felt. Johnson has termed REA Express a "supermarket of transportation."

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## **FIATA Applies to IATA For Greater Incentives**

Fédération Internationale des Associations de Transitaire et Assimilés (International Federation of Forwarding Agents Associations) has asked the International Air Transport Association, world organization of international airlines, for changes in its current attitude towards forwarders and cargo agents.

In a letter addressed to Sir William P. Hildred, director general of IATA, two officials of the European forwarders organization asked the airlines association to consider an upward revision of commissions and a revision of the tariff rating system.

Signed by W. M. Rademacher, president of FIATA, and E. Tournade, president of the FIATA Subcommittee on Air Traffic, the letter emphasized the need for greater volume at a time in air transportation history when piston-engine aircraft are being converted to freighter utilization. It pointed out that "several shipping companies have granted increased rates of commissions to forwarders dealing in sea cargo," while the standard rate of commission to IATA cargo agents have remained unchanged. Cargo agents authorized by IATA receive 5% of the transportation charge as a commission.

Following is the full text of the letter:

"Thanks to the coming into operation of jets and the switch over of prop-planes from passenger to freight service, the load-

## **Import-Export Analysis Continued in This Issue**

The special section in the back of this issue contains the second part of a comprehensive study of United States imports and exports by air made by the Bureau of the Census for the month of March 1960. The first part appears in the 14th edition of the *Air Shippers Manual*, which was issued in conjunction with the November 1960 issue of *Air Transportation*.

It was at the request of a group of international air carriers, which underwrote the cost of the task, that the Bureau of the Census agreed to make a pilot study of international trade by air, limiting itself to an analysis of a single month's traffic. The Bureau ceased compiling air cargo statistics of this type after 1947.

The second part of the study concerns itself with the countries of origin of imports, by selected commodity groupings; and countries of destination of export, likewise by selected commodity groupings.

The first part dealt with commodities of certain shipping weights and values.

(Concluded on Page 37)

ing freight capacity available up to now has been considerably increased. The loading capacity will go on increasing in the near future.

"In order to enable air carriers to make their freight services more profitable, it is necessary to increase the actual freight volume in a substantial way. Even those IATA airlines which up to now had shown little or no interest in air freight, are becoming more and more convinced of this vital necessity.

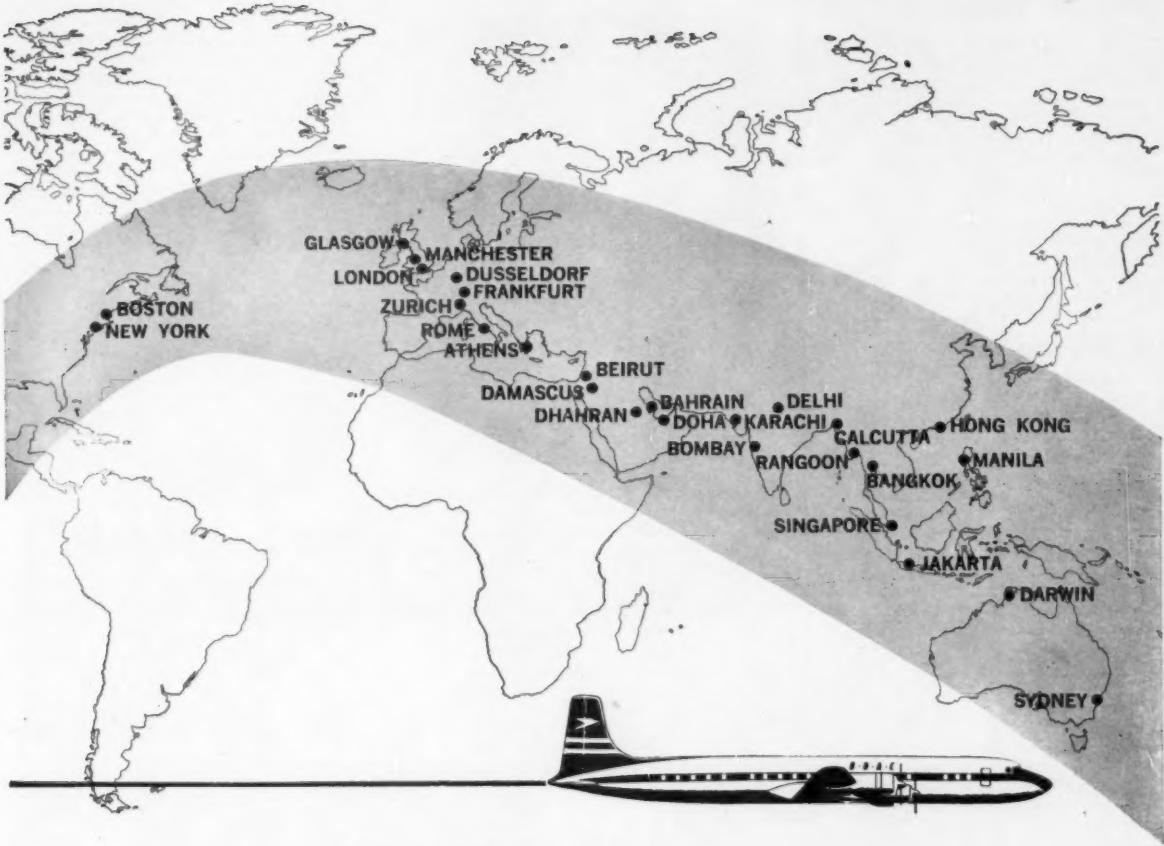
"It will mainly be possible to win new freight for the airlines by diverting some transports from surface. This can be achieved in the first place through those IATA agents who, in their capacity as international forwarding agents, engage in all sectors of transport at the same time and are thus able to promote air cargo by advising their customers in a satisfactory way.

"At the meeting of the FIATA Air Freight Subcommittee, which was convened at Athens from the 7th to the 9th of November 1960, the representatives of all countries concurred in stating that the situation as it now exists does not take care of the needs of those international forwarding agents who are IATA agents, because they lack sufficient incentive to divert sea and railroad transport to air transport, in view of quite inadequate terms of profit.

"It was clearly recognized that loading of cargo by sea and by land enables the forwarding agent to meet his expenses and to make a profit, whilst the same does not apply to business done by air.

"At the same time it was noted that these last few years several shipping companies have granted increased rates of commission to forwarders dealing in sea cargo, whilst the rate of commission for air cargo has remained unchanged from the beginning, and the share in the rate for the forwarding agent has even de-

(Continued on Page 37)



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## On the Wing

**JAL:** 7,680 pounds of polio vaccine shipped by Charles Pfizer & Co., Inc., New York to Tokyo . . . Quarter-million dollars' worth of uranium, consigned by the U. S. Atomic Energy Commission to the Japanese Atomic Energy Research Institute. Five packages weighed some 1,200 pounds.

**Pan Am:** In the late 18th Century Captain William Bligh brought a breadfruit tree to the West Indies. The other day, Pan Am hauled a two-foot descendant of the same tree from the West Indies to Panama whence it was sea-freighted with Tahiti at its ultimate destination. It will be a prop in a film based on Bligh's life.

**BOAC:** One of the pre-Christmas flights, a Britannia, New York to Bermuda, hauled 1,550 kilos of frozen foods, plus 400 kilos of holly, 178 kilos of cut flowers, 110 kilos of newspapers. A New York-Nassau flight lifted 2,100 kilos of frozen meat and frozen poultry. Credit BOAC's refrigerator at Idlewild with catching the shipper's eye . . . Inaugural freighter flight across the North Atlantic included such diverse shipments as a Univac electronic computer for a German firm and 500 Pennsylvania quail consigned to Stavros S. Niarchos, Greek shipping king.

## FOUR DECADES OLD



During all of Qantas' 40 years, it has been airlifting shipments of every variety. The Australian air carrier's Kangaroo Route from the Land Down Under to England is known as the world's longest cargo haul. Its first year Qantas transported all of 1,022 pounds of freight; today it flies 600 times that weight in a single month's operations. Photo shows the airline's official 40th anniversary symbol painted on plane.

## Brancker Opens Own Firm

Consultair Ltd., a firm devoted to consulting and advisory services in the fields of aviation and traffic development, has been established by J. W. S. Brancker, formerly traffic director of the International Air Transport Association. His headquarters are located at 4870 Cote des Neiges Road, Montreal, Canada.

Brancker, a veteran air transportation figure of international note, also has served in various capacities for Imperial Airways, British European Airways, and British Overseas Airways Corp.

## New ICAO Members

Four African nations have become members of the International Civil Aviation Organization: Republic of the Ivory Coast; Republic of Mali; Republic of Senegal; Federation of Nigeria. The United Nations specialized agency now numbers 83 nations as members.

## TWA Financing Backed

Air Transportation learned at presstime that the Civil Aeronautics Board has approved the plans of Trans World Airline to finance its ordered fleet of 47 jets. Cost is \$180 million. More on this in the February issue.

**AIR CARGO TO LIBYA**

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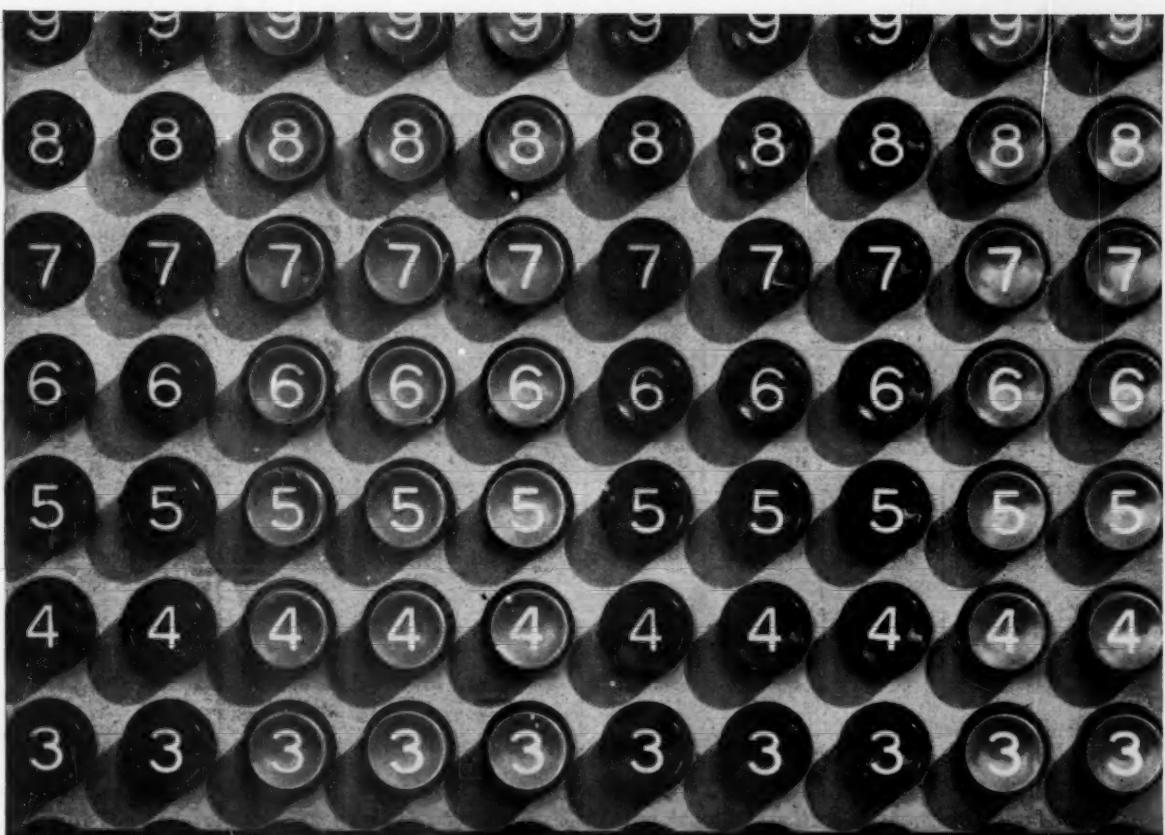
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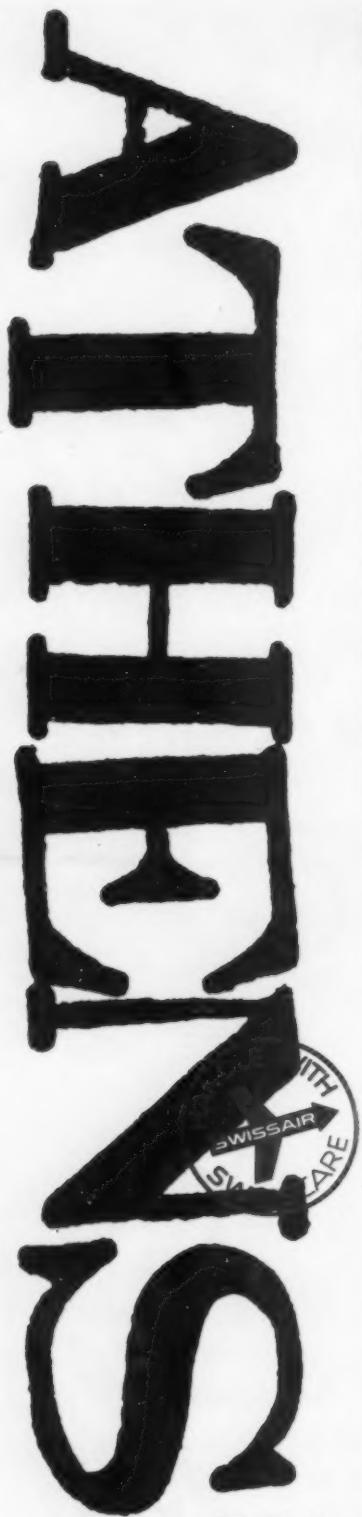


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## SERVICES

### DOMESTIC

#### BRANIFF

A new all-cargo DC-6A airfreighter flight is in operation between Dallas and New York. Capable of carrying 13 tons of shipments, it departs Dallas at 8 a.m. Monday through Friday, arriving at Newark Airport at 1:50 p.m. same day. Return departure from Newark is at 12:30 a.m., with arrival set at 5:10 a.m.

#### NATIONAL

The airline has resumed its daily DC-8 jet flights between Philadelphia and Miami. Southbound departures are at 5:15 p.m., with arrival 2:25 hours later; northbound departures at 1:45 p.m., with arrival at 4:05 p.m.

#### NORTH CENTRAL

The local service air carrier has opened service to a dozen Michigan cities: Traverse City, Muskegon, Alpena, Pellston, Port Huron, Pontiac, Flint, Saginaw/Bay City/Midland, and Cadillac/Reed City. In addition, North Central inaugurated service to Cleveland and Port Arthur/Fort William, Ontario, Canada.

#### UNITED

United Air Lines' new all-cargo schedule reflects the operations of its full fleet of 13 freighters (six DC-7As; seven DC-6As). The addition of the DC-7As to its fleet, United reports, has boosted the airline's all-cargo capacity 93%. Outbound all-cargo lift from the New York area is 157,000 pounds; San Francisco, 95,000 pounds; Los Angeles, 65,000 pounds. From United's Chicago base, westbound available lift is 157,500 pounds, and eastbound 217,500 pounds.

## INTERAMERICAN

#### INI

Effective January 1, Ini Airlines' C-54 all-cargo schedule calls for a Saturday 2 p.m. departure from Miami, with arrival at Buenos Aires at 10 p.m. the following day. Intermediate stops are at Panama, Lima, and Santiago. Northbound departure is at 8 a.m. Wednesday, with scheduled Miami arrival at 12:15 p.m. Thursday.

Ini's weekly DC-6A passenger/cargo flight leaves Miami at 10 p.m. Wednesday, reaching the Argentine capital at 9:40 p.m. Thursday, after touching at the aforementioned intermediate points. Takeoff from Buenos Aires is every Monday at 11 a.m., arriving at Miami at 7:50 a.m. the following day.

#### TRANS CARIBBEAN

Trans Caribbean Airways has increased its round trips to Aruba to three weekly. Idlewild departures are every Sunday, Wednesday and Friday; from San Juan, every Sunday, Thursday and Saturday. Arrivals at Aruba are the same day as San Juan departures.

#### VARIG

The Brazilian airline's Boeing 707 jet service between New York and Buenos Aires is in full swing. Departures from New York (via Rio de Janeiro and Sao Paulo) are on Tuesdays and Thursdays at

7:30 p.m. Flying time is 12:20 hours. Northbound takeoffs from Buenos Aires are every Wednesday and Friday at 6:30 p.m., arriving in New York at 7:30 a.m. next day.

## TRANSATLANTIC

#### AIR FRANCE

The French airline recently placed in operation a new 10 a.m. Boeing jet departure from New York to Paris. It supplements the daily 7 p.m. jet flight, thus doubling the carrier's cargo capacity across the North Atlantic.

#### BOAC

Rolls-Royce-powered Boeing jets go into Los Angeles-London operation starting March 2. The British airline will open the new run on a twice weekly basis, increasing to three during the summer season. Flying time eastward will be 11 hours; westward, 14 hours. Aircraft will depart Los Angeles every Thursday and Saturday at 8 p.m. local time, and land in London at 5 p.m. GMT, next day.

## TRANS PACIFIC

#### NORTHWEST

Northwest Orient Airlines recently resumed its daily transpacific service with DC-7Cs. These are in addition to NWA's DC-6B freighter operation.

## INTRA-EUROPE

#### AIR FRANCE

*Caravelle* jets have been placed in service on the Paris-Prague run. Flying time between the two capitals is 1:45 hours.

#### BEA

The new Vickers *Vanguard* propjet went into service between London and the cities of Paris, Glasgow, and Belfast.

## EUROPE-MIDDLE EAST

#### MIDDLE EAST

Middle East Airlines, an associated company of BOAC, has introduced *Comet* 4 jet service on runs between Beirut, London and Bahrain.

## EUROPE-FAR EAST

#### AIR-INDIA

A new freighter service, dubbed The Flying Sherpa, has been established on the run from Bombay to London, via Calcutta, Delhi, Beirut, Rome, and Frankfurt. Converted *Super Constellations* are operated on this route. Payload is 10 tons. Air-India has been operating an all-cargo service for more than two years in conjunction with Seaboard & Western Airlines on a wet-lease basis. The Flying Sherpa is purely an Air-India operation.

## EUROPE-AFRICA

#### ALITALIA

DC-8 jets have gone into operation between Rome and Johannesburg on a basis  
(Concluded on Page 37)



**JAPAN AIR LINES COURIER CARGO**

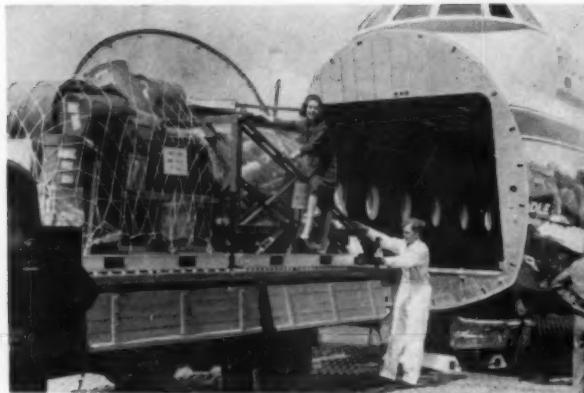


JAL Cargo Offices in: BOSTON, CHICAGO, CLEVELAND, DALLAS, DETROIT, HONOLULU, LOS ANGELES, NEW YORK, PHILADELPHIA, SAN FRANCISCO, SEATTLE  
JANUARY 1961—PAGE 13



The British AW-650 *Argosy* propjet freighter which joins Riddle's DC-7Fs.

## Riddle's New Big Lift



**FREIGHT**—all kinds, all sizes—can be loaded aboard the *Argosy* in minutes.



**SIMULTANEOUS** front and rear loading will slash valuable time on the ground.

**R**IDDE AIRLINES' new air-freighter fleet is starting to shape up. Twenty-eight million dollars have gone into its making, and when fully operational the big-lift aircraft will give the all-cargo line a capacity approaching half a million pounds.

Last month Riddle took delivery of the first of seven Armstrong Whitworth AW-650 *Argosy* propjet freighters, as well as of an equivalent number of Douglas-converted DC-7F cargoplanes. The seven *Argosys*, which are of British manufacture, are scheduled to be in the air carrier's hands by this coming April. (The company holds an option for the purchase of eight additional

aircraft of the same type.) The DC-7Fs are being delivered concurrently.

Reputedly a freighter "built from the ground up," the *Argosy* is powered by a quartet of Rolls Royce Dart turboprop engines. The plane cruises at 300 miles per hour at altitudes up to 25,000 feet. It will haul a 13½-ton load a distance of up to 800 miles. Maximum range tops 2,000 miles. Loading of bulky, odd-and-out-size shipments can be accomplished with ease—actually within minutes. Of truckbed height, the fuselage yawns wide at both front and rear ends.

Riddle, which operates North-South commercial all-cargo schedules, will

utilize a large part of its powerful new fleet to fulfill the terms of its \$25 million Logair contract with the Military Air Transport Service. The contract calls for a daily guaranteed schedule of 12,600 miles (*August 1960 AT; Page 6*).

Robert M. Hewitt, president, has indicated that each *Argosy* will replace two Riddle C-46s. It is anticipated that operational costs will be some 30% lower than those of the venerable C-46, and save the airline at least 20% on handling.

In purchasing the DC-7Fs which have been converted to all-cargo config-

(Concluded on Page 26)

*"Air freight is a solid sales weapon."*

# WE SWITCHED TO AIR DISTRIBUTION

By WILLIAM H. ROEHRIS, Vice President, Andel General Parts, Inc.

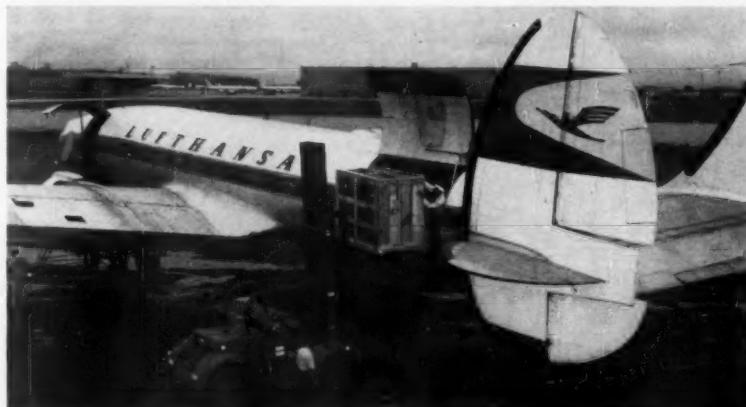
**T**HREE are two excellent reasons why we have converted from surface to air freight.

The first one is that we are in a service business, and this demands the speediest distribution of the products we handle.

The second is that, from the economic point of view, we have discovered that we come out better in the end.

In short—the customer is better off, and so are we.

It was not always this way. Like most other firms, ours was totally tied to ocean export and import. In the relatively short time since the start of operations of Andel General Parts, Inc.—it was organized in Boston in 1956



Faster service, high safety factor, lower cost—they all add up.

## COMPARABLE AIR AND SURFACE SHIPMENTS

Boston to Frankfurt

Illustration I



	AUTO PARTS	
	Air	Surface
Total shipping weight.....	187 lbs.	337 lbs.
Packing charges.....	\$5.00	\$48.00
Forwarding charges.....	\$5.00	\$13.00
Insurance.....	\$1.00	\$3.64
Transportation.....	\$60.61	\$49.50
Transport from Antwerp.....	none	\$30.00
Forwarding charges in Europe	none	\$5.00
Totals.....	\$71.61	\$149.14
Delivery time.....	5 days	30 days
Capital outlay period.....	10 days	45 days

Illustration II



	WINDSHIELDS	
	Air	Surface
Total shipping weight.....	200 lbs.	360 lbs.
Packing charges.....	\$15.00	\$90.00
Forwarding charges.....	\$5.00	\$20.00
Insurance.....	\$1.00	\$5.70
Transportation.....	\$66.00	\$75.00
Transport from Antwerp.....	none	\$45.00
Forwarding charges in Europe	none	\$10.00
Totals.....	\$87.00	\$245.70
Delivery time.....	5 days	30 days
Capital outlay period.....	10 days	90 days

—we had encountered all sorts of discouragements with regard to the customers' eternal demand for speed with economy.

Andel's exports of automotive parts and accessories are destined to Western Europe. Located in Boston, we had to take into account the single bi-weekly North Atlantic sailing from this port. Longshoremen's strikes produced their negative effect. Apart from this, ocean packing expenses ate into our profits. It also was sometimes burdensome having our capital tied up for a month, and even longer, because of the slowness of transport.

We began searching for a means of improving the service to our customers abroad. The traditional method we were using was becoming increasingly difficult. It was felt that if we were to remain competitive, we would have to provide a greatly improved service without hurting our price levels.

In 1958 we put some extra effort in tracing the comparative factors and costs involved in ocean and air shipping. As we had been generally acquainted with the fact that the transportation rate for air freight was higher than for ocean freight, we had no great confidence in the use of the airplane

(Continued on Page 26)

*You might even call it Togetherness . . . a new wrinkle in air freight forwarder cooperation on an international scale.*

# How the Medallion Idea Works



All Medallion firms play up this symbol

"**L**OOK at it this way," Norman Barnett said. "Medallion is a system, not a company. Yes, Medallion was our idea, and we're anxious to promote it to international shippers who will benefit from it. But this is a 100% cooperative venture. Each of the companies comprising Medallion is fully autonomous."

Thus the young man who heads Barnett International as president emphasized the special approach which his company has taken with regard to increasing both the quantity and quality of the two-way flow of consolidated air freight.

The Medallion Airfreight System, as Barnett sees it, is an "umbrella" under which his company and a growing number of European and African freight forwarding firms operate. On a non-exclusive basis, they form a sort of Common Market of professionalism by which each member firm and its clients are considered to benefit.

Binding the companies together is a common desire to develop their air freight potential to the full. For the most part old, well-established firms, the 14 entities are located in 11 countries on three continents. In the aggregate they employ upwards of a thousand personnel.

Puthet, for example, was established 102 years ago. Primarily a carloading company, it is branching into air freight. Goth was formed in 1870, Van Oppen in 1879, Barnett in 1887, and Ghemar in 1897. Many of the firms operate their own branch offices. Scottish Air Express still is the only firm in that country which puts most of its stake in air transportation. It was the first agent to be located at Prestwick Airport.

In addition to maintaining a careful watch on their own sales and traffic



Members of the Medallion Air Freight System at their second annual meeting in Brussels last fall.

efforts, so that a persuasive posture of strength may be presented to the shipping public, Medallion has taken the first steps towards a virile program aimed at giving exporters and importers everywhere a true image of the system. The aim is to depart from the impersonal agency which has grown up throughout the world, and to infuse all Medallion members with a singleness of purpose born of a planned approach.

Last October, under the chairmanship of Norman Barnett, executives of the Medallion Airfreight System convened in Brussels for their second annual meeting. Within the year there are two Continental sessions during which regional problems are discussed. These are under the chairmanship of Raoul Michaux, of Paris.

At the moment there is a concentrated international pondering on the pattern for a united sales effort, including the question: what shall the Medallion sales slogan be? The members are agreed that it should be catchy and translatable in all languages with-

out losing its meaning.

The members have agreed to establish individual sales promotion budgets, these not to fall below a prescribed minimum. Each company will be the master of its own decision on how best to spend its promotional budget.

Apart from the latter, Medallion has decided to produce a system brochure which will be used by members only. At the moment it is being designed in Italy. The first cover is to be partially blank, allowing space for the individual firm's message.

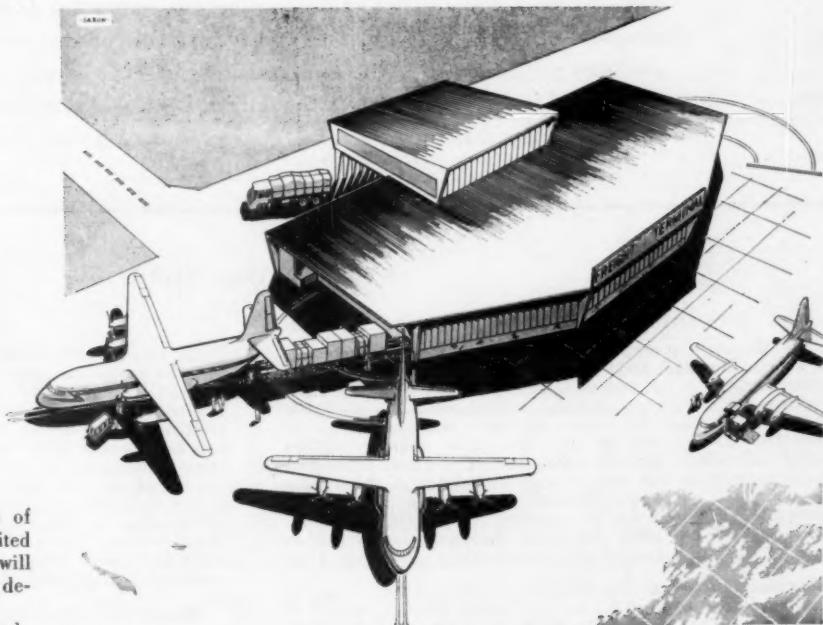
Barnett confidently expects the system to grow considerably beyond its present scope. At publication time, it was composed of the following firms:

Barnett International Airfreight Corp., New York; Transports R. Michaux & Cie., Paris, France; F. Puthet & Cie., Lyon, France; Martini & Cie., Nice, France; Scottish Air Express Ltd., Ayrshire, Scotland; Van Oppen & Co., Amsterdam, Holland; Italestro, Milan, Italy; Missori & Tavani, Rome, Italy; Louis Ghemar, S.A. (Concluded on Page 26)

*A British view of air freight handling*

# THE SHORT METHOD

*Further development of an idea to get freight into the air in a hurry*



ARTIST'S IMPRESSION of cargo terminal layout.

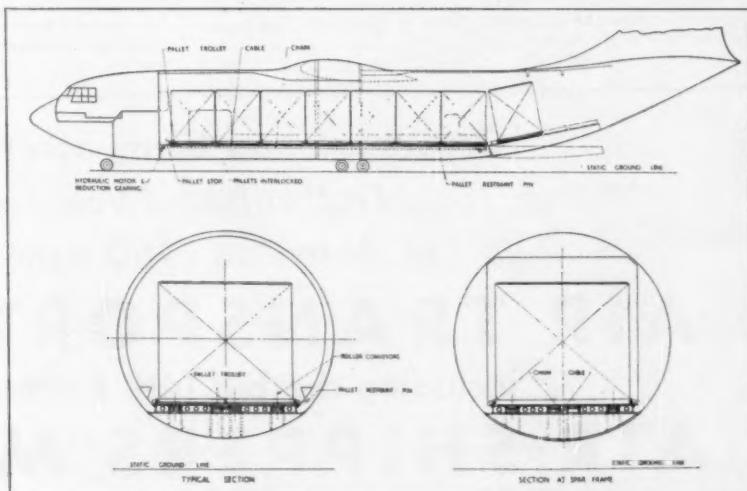
EVERYONE'S agreed that one of the key factors in the awaited breakthrough in air freight will be a vast improvement in terminal design and ground handling.

From Short Brothers & Harland Ltd., British manufacturers of aircraft, comes one of the industry's newest ideas aimed at speeding shipments to and from aircraft and terminal. Designed primarily for use with civil version of the *Britannia*, it nevertheless is adaptable for use with any front- or rear-loading aircraft.

Short, which has been searching the air cargo field for some years, has poured what it learned into the design of its projected terminal. It is described as "a considerably developed version of earlier exploratory schemes." Heart of the idea is the speeding of cargo loading and unloading through the exploitation "to the full" the *Britannia's* big capacity.

"The Short method of freight handling is based on a terminal provided with a network of roller and ball conveyors used for loading and unloading road vehicles," the company said. "The roller conveyors are arranged so that complete aircraft loads can be made up on pallets and positioned as a pallet 'train' awaiting the arrival of an aircraft.

"A 70-foot long extension of the system forms a 'swinging arm' which pivots on tracks from the corner of the terminal to locate with the aircraft



INTERLOCKING DEVICE restrains freight in aircraft.

ramp. It has in addition an adjustable 20-foot extension which permits latitude in positioning aircraft near the terminal."

According to Short, the complete freight train can be loaded into an aircraft in a matter of a few minutes.

(Concluded on Page 26)

# U. S. AIR EXPORTS AND IMPORTS

March, 1960

*This commodity study by the United States Government is the second of a series presenting certain selected statistics on March, 1960, United States export and import shipments by air, extracted from the detailed compilations of foreign trade air cargo statistics for that month. The first part was published in the 14th edition of the Air Shippers Manual which was issued in conjunction with the November, 1960 number of Air Transportation. This is the first time in 13 years that such statistics are available.*

## EXPLANATORY NOTES

**Air Export Coverage**—Export statistics include government as well as non-government shipments to foreign countries. The export statistics in this release, therefore, include Mutual Security Program military aid, and economic aid shipments. Shipments to United States armed forces and diplomatic missions abroad for their own use are excluded from the export statistics. United States trade with Puerto Rico and the United States possessions is not included in this release. Also excluded from this release is information on merchandise shipped in transit through the United States between foreign countries. The export data in this release are based on 100% coverage of shipments valued at \$100 or more and on a 50% sample of shipments valued at less than \$100.

**Export Valuation:** The valuation definition used in the export statistics is the value at the seaport, border point, or airport of exportation. It is based on the selling price (or cost if not sold) and includes inland freight, insurance, and other charges to the port of exportation. Transportation and other costs beyond the United States port of exportation are excluded. However, in some instances the valuation may not be reported in accordance with this definition, particularly where the export value is difficult to determine or must be estimated. None of the values has been adjusted for changes in price level.

**Air Import Coverage**—General import statistics include imports for immediate consumption plus entries into bonded warehouses. The import statistics include merchandise imported by government agencies as well as by private importers, but exclude American goods returned by United States armed forces for their own use. United States trade with Puerto Rico and the United States possessions are not included in this release. In addition, this release excludes merchandise shipped in transit through the United States between foreign countries. The general import data in this release are based on 100% coverage of imports reported on formal entries. The general import value for informal entries (\$250 and under) referred to in this release is based on a 50% sample of such shipments.

**Import Valuation:** Import values are, in general, based on market price or selling price, and are in general, f.o.b. the exporting country. The import values exclude United States import duties. None of the values have been adjusted for change in price level.

**Special Category Commodities:** Those commodities which, for security reasons, detailed commodity or commodity-by-country information cannot be released.

Orders are now being accepted for  
Leather-Bound Volumes  
of all twelve 1960 issues of  
**AIR TRANSPORTATION**  
including the big 14th Edition of the  
**AIR SHIPPERS MANUAL**  
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Don't delay! Send your order in now!

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New York 4, N. Y.

Table 1.—UNITED STATES IMPORTS BY AIR—COUNTRY OF ORIGIN BY SELECTED COMMODITY GROUPINGS—MARCH 1960

(Countries are shown where air import value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of origin, commodity description, and code number (first four digits of Schedule A* except as noted)	Value (dollars)	Shipping weight (pounds)	Country of origin, commodity description, and code number (first four digits of Schedule A* except as noted)	Value (dollars)	Shipping weight (pounds)
Total (all countries).....	41,945,452	8,536,698	Jamaica.....	109,611	138,270
North America.....	4,596,346	4,961,615	Cucumbers, fresh (Sch. "A" No. 1210 070).....	1,913	69,934
Canada, Newfoundland and Labrador.....	1,625,379	116,127	Cotton sport shirts, woven (Sch. "A" No. 3113 190).....	48,837	25,760
Furs, undressed.....	435,311	9,982	All other commodities.....	58,861	42,576
Mink (0714).....	310,321	3,565	Haiti.....	141,173	138,608
All other (0701, 0707, 0713, 0729).....	124,990	6,417	Dominican Republic.....	202,408	640,885
Whisky (1715).....	9,663	25,750	Beef, fresh, chilled or frozen (0018).....	170,525	511,163
Palladium (6825).....	114,654	344	Peas, green or unripe, except cowpeas and chickpeas (1196).....	9,030	90,288
Aircraft parts, except engines (Sch. "A" No. 7910 800).....	274,387	10,199	All other commodities.....	22,853	39,434
U. S. Articles returned (9919).....	512,961	34,850	All other North America.....	14,152	7,889
All other commodities.....	278,403	35,002	South America.....	1,047,023	225,810
Mexico.....	847,540	494,538	Colombia.....	86,383	44,036
Vegetables, fresh (1191-1210).....	21,654	248,857	Venezuela.....	390,565	61,216
Tomatoes (1207).....	9,062	108,219	Diamonds, rough or uncut (5950).....	112,360	3
Peppers (Sch. "A" No. 1210 050).....	12,265	136,892	U. S. articles returned (9919).....	257,857	58,160
Other fresh vegetables (Sch. "A" Nos. 1191 200, 1210 070, 1210 080).....	327	3,746	All other commodities.....	20,348	3,053
Palm leaf and palm leaf fans (2932).....	10,093	108,374	Ecuador.....	96,983	8,457
Medicinal and pharmaceutical preparations (8130, 8150).....	135,914	1,053	Peru.....	32,675	31,674
Industrial chemicals (8380).....	344,985	11,286	Bolivia.....	50,551	9,480
All other commodities.....	334,894	124,968	Brazil.....	311,361	26,395
Guatemala.....	213,202	229,131	Diamonds, rough or uncut (5950).....	115,000	4
Plantains, green or ripe (1300).....	3,682	89,120	All other commodities.....	196,361	26,391
Coffee, processed (1511).....	199,528	133,020	Argentina.....	46,762	21,334
All other commodities.....	9,992	6,991	All other South America.....	31,743	23,218
British Honduras.....	39,953	50,062	Europe.....	31,511,840	2,942,444
Lobsters, not canned (0083).....	35,734	42,698	Sweden.....	791,470	47,550
All other commodities.....	4,219	7,364	Mink fur, undressed (0714).....	543,733	6,936
El Salvador.....	554,907	658,300	All other commodities.....	247,737	40,614
Shrimps and prawns (0087).....	299,607	512,815	Norway.....	1,253,856	13,834
Coffee processed (1511).....	245,700	137,988	Fox fur, undressed (0707).....	149,810	4,709
All other commodities.....	9,600	7,497	Mink fur, undressed (0714).....	1,043,270	11,576
Honduras.....	62,375	195,553	All other commodities.....	60,776	2,549
Beef, fresh, chilled or frozen (0018).....	56,942	189,194	Denmark.....	559,999	21,502
All other commodities.....	5,433	6,359	Mink fur, undressed (0714).....	366,118	4,829
Nicaragua.....	231,873	819,652	All other commodities.....	193,881	16,673
Beef, fresh, chilled or frozen (0018).....	224,664	787,339	United Kingdom.....	7,028,109	804,497
All other commodities.....	7,209	32,313	Drugs, advanced in value or condition (2220).....	261,722	6,027
Costa Rica.....	48,194	147,719	Wool fabrics, woven (3607, 3608).....	561,169	418,338
Beef, fresh, chilled or frozen (0018).....	25,149	102,761	Wool wearing apparel (3635, 3636, 3637, 3640, 3641).....	243,781	15,102
Shrimps and prawns (0087).....	12,297	28,306	Industrial diamonds (5952).....	125,429	9
All other commodities.....	10,748	16,652	Platinum (6821-6826).....	2,127,398	2,317
Republic of Panama.....	36,034	41,753	Grains, nuggets, sponge and scrap (6821).....	1,207,246	1,280
Shrimps and prawns (0087).....	15,803	37,420	Ingots, bars and sheets (6822).....	578,221	322
All other commodities.....	20,231	4,333	Palladium (6825).....	175,365	605
Bahamas.....	55,902	470,480	Iridium, osmium, rhodium and ruthenium (6823, 6824, 6826).....	166,566	110
Lobsters, not canned (0083).....	11,700	35,500	Electrical machinery and apparatus (7063-7100).....	396,991	37,763
Cucumbers, fresh (Sch. "A" No. 1210 070).....	17,492	424,424	Automobile parts (7902).....	138,528	92,681
All other commodities.....	26,710	10,556	Aircraft parts, except engines (Sch. "A" No. 7910 800).....	576,852	34,821
Cuba.....	413,643	812,648	Original paintings, sculptures, statuary and etchings (9620).....	118,907	1,444
Vegetables, fresh (1207, 1210).....	52,236	529,606			
Tomatoes (1207).....	3,893	67,433			
Okra (Sch. "A" No. 1210 000).....	36,798	219,401			
Peppers (Sch. "A" No. 1210 050).....	1,492	34,032			
Eggplant (Sch. "A" No. 1210 060).....	3,940	74,860			
Cucumbers (Sch. "A" No. 1210 070).....	1,472	89,455			
Other fresh vegetables (Sch. "A" No. 1210 090).....	2,641	44,425			
Plantains, green or ripe (1300).....	2,156	46,350			
Cigars and cheroots (2621).....	212,795	42,135			
All other commodities.....	146,456	194,557			

\*Schedule A, Statistical Classification of Commodities Imported into the United States.

Table 1.—UNITED STATES IMPORTS BY AIR—COUNTRY OF ORIGIN BY SELECTED COMMODITY GROUPINGS—MARCH 1960—Continued  
 (Countries are shown where air import value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of origin, commodity description and code number (first four digits of Schedule A* except as noted)	Value (dollars)	Shipping weight (pounds)	Country of origin, commodity description and code number (first four digits of Schedule A* except as noted)	Value (dollars)	Shipping weight (pounds)
United Kingdom—Continued			Spain.....	138,681	20,174
Antiques produced prior to 1830, except rugs and carpets made after 1700 (9640).....	855,432	4,686	Portugal.....	31,092	4,095
U. S. articles returned (9919).....	349,145	14,661	Italy.....	3,022,432	535,752
All other commodities.....	1,272,755	176,648	Wool fabrics, woven (3607, 3608, 3625). Wool wearing apparel (3635, 3636, 3637, 3640, 3641).....	368,763	103,926
Ireland (Eire).....	55,277	12,407	Silk fabrics, woven (3708, 3709, 3710, 3711).....	571,499	71,059
Netherlands.....	1,598,741	97,350	Office, accounting and computing machines (7785, 7786).....	185,505	20,307
Mink fur, undressed (0714).....	109,123	1,430	All other commodities.....	233,175	55,831
Wool fabrics, woven (3607, 3608).....	130,331	41,959	All other commodities.....	1,663,490	284,629
Industrial diamonds (5952).....	598,500	135	Greece.....	55,420	1,870
Electrical machinery and apparatus (7070, 7090, 7100).....	305,477	20,263	Rumania.....	28,322	3,210
Medicinal and pharmaceutical preparations (8130, 8150).....	108,768	1,405	All other Europe.....	42,231	8,266
All other commodities.....	346,542	32,158	Asia.....	4,293,100	365,018
Belgium and Luxembourg.....	240,051	37,826	Iran (Persia).....	45,019	601
France.....	4,944,164	658,213	Israel.....	159,838	19,479
Leather gloves, women's and children's (0400, 0401, 0402).....	166,687	5,552	Afghanistan.....	78,839	5,253
Silk manufactures (3708-3799).....	322,453	22,847	India.....	233,530	66,987
Automobile parts (7902).....	325,837	365,707	Animals, live (0862, 0895, 0906).....	111,622	55,288
Aircraft and parts (7910).....	150,025	5,521	All other commodities.....	121,908	11,699
Spectacles, eyeglasses and parts (9145).....	284,219	26,181	Thailand (Siam).....	43,930	3,943
Original paintings, sculptures, statuary and etchings (9620).....	1,323,760	5,088	Federation of Malaya.....	52,480	881
Antiques produced prior to 1830, except rugs and carpets made after 1700 (9640).....	429,650	1,044	Republic of Philippines.....	188,423	49,895
U. S. articles returned (9919).....	121,330	5,903	Hong Kong.....	217,097	24,699
All other commodities.....	1,820,203	220,370	Taiwan (Formosa).....	21,405	977
West Germany.....	4,405,374	436,332	Japan.....	3,202,994	188,572
Needles (6162).....	134,654	5,779	Wool fabrics, woven (3608, 3615).....	127,156	35,621
Electrical machinery and apparatus (7063-7100).....	357,221	35,256	Cultured pearls and parts (Sch. "A" No. 5953 900).....	1,724,341	6,359
Cameras and parts (9001).....	687,777	27,283	Electrical machinery and apparatus (7064, 7090, 7100).....	374,317	34,042
Watches and watch movements (9560).....	297,496	3,731	Cameras and parts (9001).....	194,236	12,078
Original paintings, sculptures, statuary, and etchings (9620).....	275,133	555	All other commodities.....	782,944	100,472
Antiques produced prior to 1830, except rugs and carpets made after 1700 (9640).....	144,580	231	Austria.....	421,919	44,005
All other commodities.....	2,508,513	363,497	All other Asia.....	49,545	3,731
Austria.....			Australia and Oceania.....	122,248	8,629
Czechoslovakia.....	51,733	5,468	Australia.....	117,963	8,482
Switzerland.....	6,272,093	175,609	All other Australia and Oceania.....	4,285	147
Drugs, advanced in value or condition (2220).....	185,467	418	Africa.....	374,895	33,182
Palladium (6825).....	340,910	1,137	Nigeria.....	20,080	22,851
Watches and watch movements (9560).....	3,616,784	25,523	Madeira Islands.....	20,223	1,630
Watch parts (9570).....	368,240	10,521	Liberia.....	73,372	133
U. S. articles returned (9919).....	296,133	4,863	Ethiopia (Abyssinia).....	22,944	291
All other commodities.....	1,464,559	133,147	Union of South Africa.....	218,386	5,978
Finland.....	242,502	2,514	Electrical machinery and apparatus (7100).....	196,654	4,565
Mink fur, undressed (0714).....	234,913	2,107	All other commodities.....	21,732	1,413
All other commodities.....	7,589	407	All other Africa.....	19,890	2,299
Poland and Danzig.....	301,585	5,807			
Fox fur, undressed (0707).....	66,941	2,823			
Mink fur, undressed (0714).....	234,644	2,984			
Union of Soviet Socialist Republics.....	26,789	1,163			

\*Schedule A, Statistical Classification of Commodities Imported into the United States.

Table 2.—UNITED STATES EXPORTS BY AIR—COUNTRY OF DESTINATION BY SELECTED COMMODITY GROUPINGS—MARCH 1960  
 (Excluding "Special Category"\*\* Commodities)

(Countries are shown where air export value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)	Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)
Total (all countries).....	48,626,982	12,656,219	Guatemala.....	994,468	440,479
North America.....	15,463,595	6,447,612	Baby chicks (00191).....	35,064	27,426
Canada, Newfoundland and Labrador.....	4,714,335	1,071,587	Wearing apparel of man-made fibers, new (38521-38572).....	79,205	9,742
Hatching eggs (00921).....	31,163	20,411	Outerwear (38521-38535).....	19,295	2,601
Furs, undressed (07150-07298).....	448,143	26,777	Underwear and nightwear (38571,38572).....	13,669	1,766
Mink (07250).....	262,431	3,987	Hosiery (38546-38560).....	46,241	5,375
Other (07150-07230,07293,07298).....	185,712	22,790	Geophysical and mineral prospecting equipment and parts (76698).....	49,872	3,765
Cut flowers and cut ferns or foliage (25991).....	214,499	1,578	Parts for commercial automobiles, trucks and busses (79151-79262).....	47,372	35,721
Diamonds for industrial use (59900).....	117,246	23	Medicinal and pharmaceutical preparations (81110-81800).....	83,530	17,261
Electron tubes and parts (70824-70844).....	158,957	10,653	All other commodities.....	699,425	346,564
192,085	1,142	British Honduras.....	32,076	20,378	
Miscellaneous electronic equipment and parts, except electron tubes and amplifier systems parts (70886).....	142,073	11,396	El Salvador.....	827,795	440,183
Parts and accessories for internal combustion engines, except automobile, truck, bus, and aircraft engines and motorcycle motors (71590).....	77,450	21,577	Baby chicks (00191).....	14,256	8,124
Industrial process indicating, recording and controlling instruments and parts (76670).....	61,268	7,995	Wearing apparel of man-made fibers, new (38521-38572).....	103,574	15,050
Parts for commercial automobiles, trucks and busses (79151-79262).....	62,574	37,387	Outerwear (38521-38535).....	37,469	4,781
Motion-picture films, exposed or developed (91211-91245).....	189,243	19,640	Underwear and nightwear (38571,38572).....	37,412	7,094
Photographic prints and transparencies (91340,91350).....	105,481	3,217	Hosiery (38546-38560).....	28,693	3,175
Hearing devices, and specially fabricated parts and accessories, except hearing aid batteries, receiving tubes, crystal diodes and transistors (91581).....	150,269	1,221	Parts for commercial automobiles, trucks and busses (79151-79262).....	23,605	12,872
Books, maps, pictures and other printed matter (95100-95690).....	101,870	72,449	Medicinal and pharmaceutical preparations (81110-81800).....	73,548	18,034
All other commodities.....	2,662,014	836,121	All other commodities.....	612,812	386,103
Mexico.....	2,223,793	655,754	Honduras.....	309,684	180,968
Baby chicks (01191).....	38,451	9,489	Nicaragua.....	406,927	260,828
Diamonds (59900,59901).....	55,952	18	Medical and pharmaceutical preparations (81110-81800).....	60,643	10,889
For industrial use (59900).....	20,989	18	Refrigerators, electric, household (70580).....	12,986	19,944
Rough or uncut, suitable for cutting into gem stones (59901).....	34,963		All other commodities.....	333,298	229,995
Parts for commercial automobiles, trucks and busses (79151-79262).....	100,425	61,223	Costa Rica.....	633,010	323,730
Medicinal and pharmaceutical preparations (81110-81800).....	546,061	39,732	Baby chicks (00191).....	17,630	9,438
Vitamins and vitosterols, including fish oils and fish liver oils and concentrates, medicinal grade except parenteral solutions or ampoules (81160-81199).....	35,216	6,636	Wearing apparel of man-made fibers, new (38521-38572).....	50,372	7,038
Biological products, all forms (81200-81225).....	54,607	6,003	Refrigerators, electric, household type (70580).....	20,451	43,735
Glandular products (81226-81239).....	24,311	1,745	Television receiving sets (70815).....	49,071	27,288
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	268,222	7,572	Medicinal and pharmaceutical preparations (81110-81800).....	44,730	7,943
Organic and inorganic medicinal chemicals (81395,81398).....	118,754	4,751	All other commodities.....	450,756	228,288
Other medicinal and pharmaceutical preparations (81110,81130,81245-81251,81360-81390,81432-81800).....	44,951	13,025	Republic of Panama.....	613,386	263,607
Motion-picture film, unexposed (91163-91178).....	107,735	14,118	Cotton wearing apparel of woven fabrics (31130-31290).....	51,565	13,651
All other commodities.....	1,375,169	531,174	Wearing apparel of man-made fibers, new (38521-38572).....	50,351	12,665
			Medicinal and pharmaceutical preparations (81110-81800).....	103,979	13,137
			All other commodities.....	407,491	224,154
			Canal Zone.....	73,657	31,585
			Bermuda.....	721,152	157,627
			Cotton wearing apparel, of woven fabrics (31130-31290).....	115,454	27,599
			Wearing apparel of man-made fibers, new (38521-38572).....	86,240	17,091

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\*\*Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

Table 2.—UNITED STATES EXPORTS BY AIR—COUNTRY OF DESTINATION BY SELECTED COMMODITY GROUPINGS—MARCH 1960—Continued  
(Excluding "Special Category"\*\* Commodities)

(Countries are shown where air export value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)	Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)
Bermuda—Continued			South America.....	10,002,575	3,731,417
Medicinal and pharmaceutical preparations (81110-81800).....	309,587	4,812	Colombia.....	903,632	276,128
Glandular products (81226-81239).....	272,464	1,385	Bakery products (10781).....	6,826	34,103
Other medicinal and pharmaceutical preparations (81110-81225, 81245-81800).....	37,123	3,427	Wearing apparel of man-made fibers, new (38521-38572).....	47,674	8,553
All other commodities.....	209,871	106,125	Parts and accessories for rotary drill rigs (73112-73225).....	126,729	24,445
Bahamas.....	433,269	439,357	Medicinal and pharmaceutical preparations (81110-81800).....	206,357	12,223
Cuba.....	1,607,294	840,075	Vitamins and vitasterols, including fish oils and fish liver oils and concentrates, medicinal grade except parenteral solutions or ampoules (81160-81199).....		
Hatching eggs (00921).....	36,131	57,210	15,742	655	
Cotton yarn, unbleached (30117).....	40,299	64,447	Biological products, all forms (81200-81225).....	24,987	3,724
Shipping containers, paper and paperboard (48730).....	19,469	113,338	Glandular products (81226-81239).....	71,476	691
Construction materials, metal (61909-61922).....	33,084	62,070	Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	56,770	4,570
Parts for commercial automobiles (79151-79262).....	70,129	31,411	Organic and inorganic medicinal chemicals (81395,81398).....	23,362	1,160
Medicinal and pharmaceutical preparations (81110-81800).....	677,270	109,204	Other medicinal and pharmaceutical preparations (81110,81130,81245-81251,81360-81390,81432-81800).....	14,020	1,423
Vitamins and vitasterols, including fish oils and fish liver oils and concentrates, medicinal grade except parenteral solutions or ampoules (81160-81199).....	57,309	21,916	All other commodities.....	516,046	196,804
Biological products, all forms (81200-81225).....	88,026	14,676	Venezuela.....	6,206,753	2,887,571
Glandular products (81226-81239).....	92,570	10,715	Dairy cattle for breeding (00113).....	49,670	60,348
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	333,693	37,814	Hatching eggs (00921).....	94,031	176,569
Organic and inorganic medicinal chemicals (81395,81398).....	24,619	5,668	Cotton wearing apparel of woven fabrics, women's and children's, new (31220-31290).....	59,334	10,447
Other medicinal and pharmaceutical preparations (81110,81130,81245-81251,81360-81390,81432-81800).....	81,053	18,415	Wearing apparel of man-made fibers, new (38521-38572).....	99,889	13,513
Manufactured plastic products (except kitchenware and tableware) not specially fabricated for particular machines or equipment (98159).....	65,062	65,508	Refrigerators, electric, household type (70580).....	92,337	136,808
All other commodities.....	665,850	336,887	Electric household motor-driven appliances and parts (washing machines, vacuum cleaners, dishwashers, etc.) (70680-70705).....	121,793	117,462
Jamaica.....	671,103	683,316	Parts and accessories for industrial combustion engines, except automobile, truck, bus and aircraft engines and motorcycle motors (71590).....	394,598	216,267
Baby chicks (00191).....	23,716	18,942	Parts and accessories for rotary drill rigs (73112-73225).....	81,573	29,138
Refrigerators, electric, household type (70580).....	67,627	113,782	Descriptive or text-writing accounting and bookkeeping machines, new, except punched-card type (77606).....	182,756	45,888
All other commodities.....	579,760	550,592	Parts for commercial automobiles, trucks and busses (79151-79262).....	217,993	34,864
Haiti.....	189,702	147,816	Medicinal and pharmaceutical preparations (81110-81800).....	204,071	94,085
Dominican Republic.....	285,684	177,475	Vitamins and vitasterols, including fish oils and fish liver oils and concentrates, medicinal grade except parenteral solution or ampoules (81160-81199).....	587,656	55,328
Leeward and Windward Islands.....	43,718	26,577	Biological products, all forms (81200-81225).....	59,754	11,155
Barbados.....	71,608	32,808	All other commodities.....	102,162	7,248
Trinidad and Tobago.....	173,435	96,687			
Netherlands Antilles.....	381,611	127,756			
French West Indies.....	55,888	29,019			

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\*\*Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

Table 2.—UNITED STATES EXPORTS BY AIR—COUNTRY OF DESTINATION BY SELECTED COMMODITY GROUPINGS—MARCH 1960—Continued  
 (Excluding "Special Category"\*\* Commodities)

(Countries are shown where air export value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)	Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)
Venezuela—Continued			Uruguay.....	48,305	10,477
Medicinal and pharmaceutical preparations—Continued			Argentina.....	439,349	131,482
Glandular products (81226-81239).....	90,809	5,915	Europe.....	17,571,928	1,773,574
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	57,660	5,841	Iceland.....	23,065	6,654
Organic and inorganic medicinal chemicals (81395,81398).....	108,155	9,469	Sweden.....	861,645	105,852
Other medicinal and pharmaceutical preparations (81110,81130,81245-81251,81360-81390,81432-81800).....	169,116	15,700	Electric and electronic quantity and characteristics measuring and testing instruments and parts (70350-70379).....	39,179	24,175
Still-picture film, unexposed (91250,91261,91269).....	102,076	16,179	Crystal diodes and transistors (70848).....	136,812	456
Musical instruments, parts and accessories (92110-92975).....	437,440	177,847	All other commodities.....	685,654	81,221
Phonographs, coin-operated (92340).....	90,343	42,572	Norway.....	97,370	15,977
Phonographs, except coin-operated (92360).....	99,015	59,590	Denmark.....	288,335	27,943
Phonograph records and blanks (92420).....	194,460	57,374	United Kingdom.....	4,059,465	372,518
Other musical instruments and parts (92110,92310,92390,92975).....	53,622	18,311	Mink furs, undressed (07250).....	134,560	1,643
Plastic kitchenware and tableware (98151).....	193,378	397,880	Wearing apparel of man-made fibers, new (38521-38572).....	59,883	7,672
All other commodities.....	3,288,158	1,304,948	Waveform measuring, analyzing and/or testing instruments, except optical (70374).....	118,706	7,732
British Guiana.....	29,199	12,306	Crystal diodes and transistors (70848).....	113,262	1,349
Surinam.....	42,094	16,143	Recorders (disc, tape, wire) and parts, except motion-picture sound, video tape, and computing machine recorders (70883).....	93,551	12,312
French Guiana.....	38,516	7,288	Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	195,851	1,943
Ecuador.....	130,814	60,956	Motion-picture films, exposed or developed (91211-91245).....	181,951	25,623
Peru.....	285,604	98,466	Books, maps, pictures and other printed matter (95100-95690).....	55,085	40,890
Bolivia.....	111,785	34,400	Works of art, antiques and collectors' items (96100).....	1,162,648	3,639
Chile.....	740,208	97,373	All other commodities.....	1,943,968	269,715
Wearing apparel of man-made fibers, new (38521-38572).....	169,509	29,229	Ireland (Eire).....	36,301	9,429
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	125,468	2,449	Netherlands.....	689,937	102,630
Fountain pens, ball type (93080).....	132,682	2,915	Wearing apparel of man-made fibers, new (38521-38572).....	42,589	6,217
All other commodities.....	312,549	62,780	Industrial process indicating, recording and controlling instruments and parts (76670).....	30,642	3,833
Brazil.....	985,805	89,665	Glandular products (81226-81239).....	48,601	1,217
Wearing apparel of man-made fibers, new (38521-38572).....	46,252	7,439	All other commodities.....	568,105	91,363
Crystal diodes and transistors (70848).....	41,690	399	Belgium and Luxembourg.....	964,539	97,441
Geophysical and mineral prospecting equipment and parts (76698).....	60,696	2,963	Baby chicks (00191).....	44,333	6,526
Aircraft engines, reciprocating, used or rebuilt (79468).....	70,000	3,960	Hatching eggs (00921).....	35,332	13,464
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	262,537	8,340	Furs, undressed, mink and lamb (07250,07293).....	77,635	1,690
Organic and inorganic medicinal chemicals (81395,81398).....	102,033	1,447	Furs, dressed or dyed, mink (07460).....	86,208	509
All other commodities.....	402,597	55,117	Fur waste and fur pieces, dressed or undressed (07580).....	99,961	699
Paraguay.....	40,511	9,162	Glandular products (81226-81239).....	197,889	154
			All other commodities.....	423,181	74,399

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\*\*Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

Table 2.—UNITED STATES EXPORTS BY AIR—COUNTRY OF DESTINATION BY SELECTED COMMODITY GROUPINGS—MARCH 1960—Continued  
(Excluding "Special Category"\*\* Commodities)

(Countries are shown where air export value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)	Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)
France.....	2,637,069	221,392	West Germany—Continued		
Furs, undressed (07150-07298).....	164,788	4,886	Medicinal and pharmaceutical preparations—Continued		
Mink (07250).....	115,976	2,040	Other medicinal and pharmaceutical preparations (81110-81199, 81245-81251, 81360-81800).....	36,209	2,023
Other (07150-07230, 07293, 07298).....	48,812	2,846	Works of art, antiques and collectors' items (96100).....	184,665	1,636
Furs, dressed or dyed (07440-07498).....	261,246	2,877	All other commodities.....	1,437,003	230,562
Mink (07460).....	151,649	918	Austria.....	105,280	30,687
Other (07440, 07498).....	109,597	1,999	Switzerland.....	2,430,266	99,611
Crystal diodes and transistors (70848).....	200,815	2,828	Furs, undressed (07150-07298).....	365,136	5,811
Geophysical and mineral prospecting equipment and parts (76698).....	114,231	4,534	Mink (07250).....	317,770	2,912
Electronic computers, related information processing machines, parts and accessories (77626, 77628).....	95,535	7,474	Other (07150-07230, 07293, 07298).....	47,366	2,899
Medicinal and pharmaceutical preparations (81110-81800).....	275,461	2,480	Furs, dressed or dyed (07440, 07460, 07498).....	669,759	~.087
Vitamins and vitasterols, including fish oils and fish liver oils and concentrates, medicinal grade except parenteral solutions or ampoules (81160-81199).....	67,542	739	Mink (07460).....	611,357	3,683
Organic and inorganic medicinal chemicals (81399, 81398).....	81,638	620	Other (07440, 07498).....	58,402	404
Glandular products (81226-81239).....	99,300	217	Precious metal manufactures, platinum group (69299).....	135,300	113
Other medicinal and pharmaceutical preparations (81110, 81130, 81200-81225, 81245-81390, 81432-81800).....	26,981	904	Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	94,762	1,128
All other commodities.....	1,524,993	196,313	Works of art, antiques and collectors' items (96100).....	127,820	583
West Germany.....	3,314,798	451,453	Jewelry and related items of solid gold, platinum and platinum group metals (96200).....	143,390	30
Hatching eggs (00921).....	49,185	74,821	All other commodities.....	894,099	87,859
Glove and garment leather, sheep and lamb (03363).....	71,719	21,840	Finland.....	59,439	11,574
Furs, undressed (07150-07298).....	138,644	2,682	Spain.....	225,911	26,654
Mink (07250).....	54,404	806	Portugal.....	73,533	11,906
Other (07150-07230, 07293, 07298).....	84,240	1,876	Italy.....	1,456,345	155,458
Furs, dressed or dyed (07440, 07460, 07498).....	46,536	377	Hatching eggs (00921).....	45,784	43,230
Mink (07460).....	40,888	220	Furs, undressed (07150-07298).....	218,485	6,008
Other (07440, 07498).....	5,648	157	Mink (07250).....	105,043	1,212
Wool semimanufactures, noils, wastes (36260).....	2,530	25,300	Other (07150-07230, 07293, 07298).....	113,442	4,796
Cornets, brassieres and girdles, except rubber and rubberized (39210).....	42,408	5,948	Furs, dressed or dyed (07440, 07460, 07498).....	236,320	2,978
Diamonds (59900-59905).....	46,025	11	Mink (07460).....	197,150	1,397
Electrical and electronic quantity and characteristics measuring and testing instruments and parts (70350-70379).....	483,971	27,821	Other (07440, 07498).....	39,170	1,581
Miscellaneous electronic equipment and parts, except electron tube and amplifier system parts (70886).....	73,824	4,916	Electron tubes and parts (70824-70844).....	104,895	9,108
Circular hosiery knitting machines, parts and accessories (75205).....	109,505	25,219	Crystal diodes and transistors, capacitors, resistors, and inductors (70848-70859).....	151,713	6,436
Electronic computers, related information processing machines, parts and accessories (77626, 77628).....	328,563	12,730	All other commodities.....	699,148	87,698
Aircraft engines, reciprocating, used or rebuilt (79468).....	24,270	11,636	Greece.....	61,198	7,761
Medicinal and pharmaceutical preparations (81110-81800).....	275,950	5,954	Turkey.....	143,433	8,914
Biological products, all forms (81200-81225).....	36,343	1,566	All other Europe.....	43,999	9,720
Glandular products (81226-81239).....	136,373	434	Asia.....	3,783,839	420,324
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	67,025	1,931	Lebanon.....	49,345	7,145
			Iraq.....	55,093	14,079

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\*\*Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

Table 2.—UNITED STATES EXPORTS BY AIR—COUNTRY OF DESTINATION BY SELECTED COMMODITY GROUPINGS—MARCH 1960—Continued  
 (Excluding "Special Category"\*\* Commodities)

(Countries are shown where air export value was \$20,000 or more. Selection of commodity groupings within countries was based on concentration of commodities in terms of value and/or shipping weight.)

Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)	Country of destination and Schedule B** commodity description and code number	Value (dollars)	Shipping weight (pounds)
Iran.....	183,656	39,734	Australia and Oceania.....	691,804	105,187
Israel.....	129,938	29,392	Australia.....	625,624	92,366
Kuwait.....	72,881	5,783	Furs, undressed, mink (07250).....	60,030	521
Saudi Arabia.....	104,566	27,824	Miscellaneous electronic equipment and parts, except electron tube and amplifier systems parts (70886).....	80,099	1,831
Arabia Peninsula States.....	49,875	4,937	Medicinal and pharmaceutical preparations (81110-81800).....	45,463	5,921
India.....	200,149	40,602	Motion-picture films, exposed or developed (91211-91245).....	23,015	2,783
Pakistan.....	49,501	13,115	All other commodities.....	417,017	81,310
Burma.....	29,335	1,347	New Zealand.....	53,692	8,240
Thailand (Siam).....	107,130	11,130	All other Australia and Oceania.....	12,488	4,581
Colony of Singapore.....	82,740	6,551	Africa.....	1,113,241	178,105
Republic of Indonesia.....	46,146	4,391	Morocco.....	179,592	22,609
Republic of Philippines.....	386,823	28,112	Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	82,883	7,010
Geophysical and mineral prospecting equipment and parts (76698).....	120,816	4,983	All other commodities.....	96,709	15,599
Medicinal and pharmaceutical preparations (81110-81800).....	174,880	2,196	Algeria.....	139,730	35,715
All other commodities.....	91,127	20,933	Parts and accessories for rotary drill rigs (73112-73225).....	53,553	17,418
Republic of Korea.....	45,783	4,558	All other commodities.....	86,177	18,297
Hong Kong.....	400,246	28,546	Tunisia.....	31,366	5,181
Antibiotics, derivatives and preparations, including compounds and mixtures containing antibiotics (81254-81354).....	283,155	5,957	Libya.....	135,601	21,497
All other commodities.....	117,091	22,589	Geophysical and mineral prospecting equipment and parts (76698).....	70,561	6,481
Taiwan (Formosa).....	59,940	5,183	All other commodities.....	65,040	15,016
Japan.....	1,590,266	132,387	Egypt.....	58,949	14,220
Diamonds for industrial use (59900).....	64,350	5	French West Africa.....	60,388	6,757
Electron tubes and parts (70824-70844).....	124,979	1,496	Geophysical and mineral prospecting equipment and parts (76698).....	42,322	589
Crystal diodes and transistors (70848).....	72,165	424	All other commodities.....	18,066	6,168
Industrial process indicating, recording and controlling instruments and parts (76670).....	52,959	6,072	Angola.....	20,484	2,926
Card punching, punched card and auxiliary machines, new (77622).....	177,959	16,437	Belgian Congo.....	58,342	14,680
Poliomyelitis vaccine, all forms (81215).....	100,370	4,127	Union of South Africa.....	270,734	26,470
Industrial chemicals (83001-83990).....	74,338	1,693	Medicinal and pharmaceutical preparations (81110-81800).....	91,307	2,919
Motion-picture films, exposed or developed (91211-91245).....	59,147	5,052	All other commodities.....	179,427	23,551
All other commodities.....	863,999	97,080	Rhodesia and Nyasaland.....	43,942	3,451
Nansei and Nanpo Islands.....	63,287	4,283	Medicinal and pharmaceutical preparations (81110-81800).....	20,618	1,452
All other Asia.....	77,139	11,225	All other commodities.....	23,324	1,999
			All other Africa.....	114,113	24,599

\*\*"Special Category" commodities are those commodities which, for security reasons, detailed country or country by commodity information cannot be released. For further explanation and list of "Special Category" commodities, see April 1958 issue of Foreign Trade Statistics Notes.

\*\*Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

## RIDDLE

(Continued from Page 14)

ration, Riddle was not alone. Many domestic and international carriers have turned to this big-payload, fast, piston-engine plane for its long-haul needs. The DC-7F cruises at 350 miles per hour—the fastest cargoplane in service at the present time—and can transport up to 19 tons. A 10½-ton payload can be flown a distance of more than 4,000 miles nonstop.

Riddle's mascot, Kangaroo Katy, will be traveling in fast company. •••

## SHORT METHOD

(Continued from Page 17)

The floor of the fuselage is fitted with roller conveyors, together with guide rails for the train of palletized shipments, a combination of hydraulically operated "shoot bolts," and a device which keeps the pallets interlocked and firmly in place. A power-operated trolley mounted on the aircraft floor propels the train into or out of the freighter. •••

## MEDALLION

(Continued from Page 16)

Brussels, Belgium; United Airfreight (Sweden) A. B., Stockholm, Sweden; Goth & Co., Zurich, Switzerland; Franz Kroll, Frankfurt, Germany; R. Abramovici Transports Internationale, Tanger, Morocco; African Shipping Ltd., Johannesburg, Union of South Africa.

By unanimous agreement, the companies will employ additional exclusive air freight sales personnel. Right now they are concentrating on developing increased air traffic between Europe and the United States, Canada, Africa, and the Middle East. In 1961, this will broaden to encompass the Far East and South America.

The initial Medallion roster reflects an important representation of overseas forwarders. That they have banded together to give air freight the momentum they feel it needs at this time, augurs well for the future.

On this side of the Atlantic, Alan Barnett, vice president, is heading up a drive calculated to increase import air traffic from West European producers and distributors.

The basic aim of the cooperating firms is to provide the best possible international air freight services for the shipper through a pooling of their vast know-how and resources. It is a hands-across-the-seas approach to which men of diverse nationalities and languages have taken with a concert of will. But there's a common tongue they do speak: it is that growth and profit will come through unity of purpose, unity of action, unity of achievement in behalf of the shipper. •••

## AIR DISTRIBUTION

(Continued from Page 15)

for the movement of our exports.

But further study taught us that we had been completely ill-advised in weighing the rate for one form of transportation against the other. The actual rates paled into insignificance when other vital factors were considered. I must add at this point that Tom Powers, cargo sales representative in Boston for Lufthansa German Airlines, was of tremendous assistance in helping us to determine how best to step up the Andel service pattern for its export customers.

There was, for example, the case of

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### CIVIL AIR TRANSPORT



Western Sales Manager: C. K.  
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bank, Calif. 91336

Head Office: 46 Chung Shan  
Road N., 2nd Section, Taipei,  
Taiwan

Eastern Sales Representative:  
Mrs. Marian Barker, 910 16th  
Street, N.W., Washington 6,  
D.C. Metropolitan 8-5787

a shipment of auto parts to Frankfurt. We found that only in the charge for the actual transportation of the merchandise from the port of embarkation to the port of debarkation was surface lower than air. However, in every other respect, the tangible savings produced by air freight reduced the landed cost of the shipment to the point where it dropped to less than half that had it gone by sea. (*Illustration I.*) Every bit as important as the direct dollars-and-cents savings were these two important factors:

1. The merchandise was placed in the hands of our customers in five days (a maximum figure), in contrast to 30 days required by surface means. Ocean shipment required unloading at Antwerp, in the north of Belgium, then surface transportation to Frankfurt which is roughly in the center of Germany. Aircraft make the inland German city in a single hop. Obviously this new direct service factor would have a desirable impact on our market.

2. The tie-up of our capital was reduced from 45 days to 10 days. This meant that air could give us a capital turnover ratio of nine-to-two, with attendant savings at the bank.

Another study that we made involved a total of 10 windshields to the same destination, Frankfurt. Five went by sea; five by air. Lufthansa was able to fly the five windshields packed in their original factory cartons. For ocean export we had to crate them at a cost of \$90. Crating completed, the surface shipment weighed more than 1½ times the identical products going by air. The added weight brought the sea transportation charge above the air transportation charge. With all the other higher surface costs involved-forwarding (extra documentation); insurance (greater number of handlings, rougher journey, and longer exposure to risk); transportation from Antwerp to Frankfurt—the landed cost of the air shipment was approximately two-thirds cheaper. (*Illustration II.*) In this particular case, the capital investment time was reduced from 90 days to 10 days.

The illustration which shows the cost break-downs of the windshield shipments indicates a \$5.70 ocean insurance charge as against only \$1.00 for air. The reason for the higher marine insurance rate is exemplified by two of the five seaborne windshields which arrived in a damaged condition. The air shipment was perfect.

From the standpoint of claims, our experience with the airlines has left nothing to be desired. One of the great evils of ocean shipping is the high rate of pilferage as compared with air shipping. It has been our experience that even a complete auto frame

can vanish somewhere between waterfronts.

Our switch to air freight has brought us the benefits which earlier studies promised. The lower commodity rate which our products enjoy have been an undeniable inducement to the increased use of airline services. The vast difference in weight and cost between packing for air and sea shipment, with the definite advantage on the side of air freight, has produced savings which often, in themselves, are enough to absorb the difference between the two transportation charges. All the other savings, then, are added dividends.

Andel sells to its customers abroad on the basis of one week's delivery from the date of receipt of order. But the streamlined air service we are getting, assisted by the Jayjay Forwarding Co. whose expediting services we use, frequently places shipments in our customers' hands within 48 hours. We have found that our clients are now in a better position to cope with their inventories, and intelligently plan ahead without overstocking. Assured of overnight service if need be, they are able to keep their stocks of American auto parts and accessories at safe minimums, thus avoiding needless cash outlays.

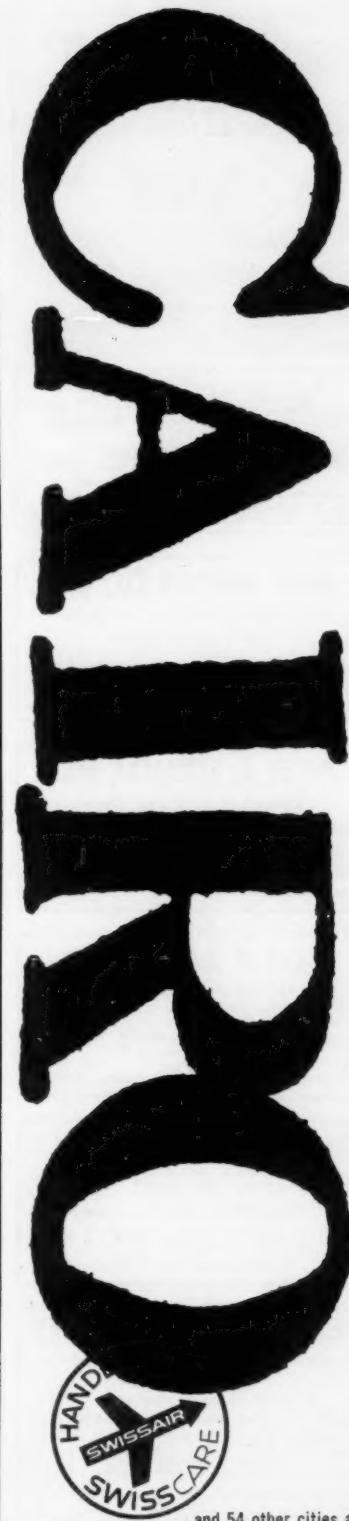
As a matter of fact, in certain instances there is no necessity at all to maintain an inventory. There are company cases on record where we have received a cabled order at 9 a.m.; procured the goods by noon; delivered it to the airport the same afternoon, ready for export; and had it safely in the custody of the purchaser the following day.

The average weight of our export shipments runs from 1,000 to 2,000 pounds per consignment. We maintain two branch offices in Western Europe. If import regulations abroad are liberalized, Andel probably will expand to other market areas.

Our utilization of air freight is a solid sales weapon. We will be able to sell this as effectively as we did to a Vienna importer, who was the personification of amazement when we were able to prove to him that air service as a normal, rather than as an emergency, means of distribution, was at least as cheap as surface, and often considerably cheaper.

Undoubtedly air freight rates eventually will move below today's levels, making this form of distribution an even more attractive bargain. But even at today's rates, I am certain that international shippers would do well to reexamine their own total costs in relation to sea and air movement. Many of them will be in for a stunning surprise.

\* \* \*



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Phone: BArcay 7-1710

### PENSON & COMPANY

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Customs Brokers  
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Phone: WHItchall 3-6000, Cable: PENSONAIR  
Airport Office: Cargo Service Bldg., No. 80  
New York Int'l Airport, Jamaica 30, N. Y.  
Phone: Olympia 6-5544

### J. D. Smith Inter-Ocean, Inc.

CAB-Registered Air Freight Forwarders  
Authorized IATA Air Cargo Agent  
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New York 6, N. Y. Idlewild Airport  
BO 9-2330 DL 6-5870



The cargo charter market has been described variously as "sporadic" and "spotty" and "uneven." Lambert Brothers, Ltd., reported some weeks ago that "the flow of enquiry from Far East sources has not been of the standard experienced earlier in the year." Ample availability of aircraft is indicated in London. Most of the activity up to early last month was of an emergency nature.

BKS Air Transport recently received five-year approval to operate an air freight service between Great Britain and Northern Ireland. Collaborating with BKS in the venture is a container-manufacturing firm, Airfreight Containers, Ltd.

British European Airways and Aeroflot, the Russian civil airline, have signed an agreement whereby revenues derived from the London-Moscow run will be pooled. Effective date is May 1 when each airline will increase its services to three a week.

Silver City Airways has inaugurated Roadair service between its cargo terminal on Chelsea Bridge Road, London, and a depot located in Tilburg, Holland. Shipments are trucked from London to Manston Airport, loaded aboard Silver City's Bristol Superfreighters, flown to Ostend, Holland, then moved in bond over the road to Tilburg.

The Britain-Belgium Roadair service has dropped the Ferryfield and Le Touquet gateways, and replaced it with Manston and Ostend. Belgium-bound shipments from Manston, after clearing at Ostend Airport, are trucked to Brussels, Antwerp, Ghent, and Courtrai.

The British Independent Air Transport Association reports a fairly good cargo year in fiscal 1959-60. BIATA is composed of BKS Air Transport, British Aviation Services-Silver City Airways, British United Airways, Cambrian Airways, Derby Avia-

tion, Cunard Eagle Airways, East Anglian Flying Services, Jersey Airlines, Scottish Airlines, and Skyways.

In scheduled operations, the carriers air-lifted 156,846 short tons of freight, representing a 51% increase over the previous year. A total of 15,124,000 ton-miles of freight brought that category to 37% above 1958-59. Charter and contract operations showed a more modest record, with a total of 16,987 short tons of freight moved, a drop of 178 tons from the preceding period. The total of 56,836,000 ton-miles, however, exceeded the previous year's by 11%.

The de Havilland Comet 4 jet, recently withdrawn by BOAC from North Atlantic service—a route for which it never was intended—has compiled quite a record in two years of operations. It has flown some 50 million miles in the service of eight airlines which have put them in service on about 300 different runs throughout the world. BOAC, which pioneered the aircraft, has a fleet of 19 Comet 4s in operation, these averaging 10½ hours a day.

It is reported that Britain is preparing to pioneer development of vertical take-off freighters, presumably for military operations. It has been suggested that the Armstrong Whitworth Argosy be converted to a VTOL (vertical take-off and landing) aircraft.

The Society of British Aircraft Constructors reports:

"There are more than 700 British jet and turboprop airliners in service or on order in the world, excluding the Soviet bloc. Of this total, 421, or 60%, worth about £225 million (\$630 million) have been ordered by overseas operators. These figures compare with 657, of which 23% are for export, for United States turbine-powered aircraft."

"Of the world total of jet and turboprop airliners on order or in service—1,673—no fewer than 1,064, or more than 63½%, have or will have British powerplants. All the British (701), French (103), Dutch (167) and Canadian (45) and 48 United States aircraft use or will use Rolls-Royce, Bristol Siddeley or Napier engines."

"Of the nine basic types of airliners that make up the British total of 701, three are in service: four more have flown and will enter service during the next few months. Of the six basic types of American airliners, three are in service and two more are due to begin commercial operation shortly."

Your National Foreign Trade Convention issue was excellent.

W. Greenway  
Cargo Sales Manager—U.S.A.  
British Overseas Airways Corp.  
New York, N. Y.

... I was informed by those who have seen this issue that they feel this is without doubt the finest yet. I wholeheartedly agree. It seems *Air Transportation* continues to improve with time. The comments I overheard at the National Foreign Trade Convention would have pleased you considerably.

F. M. Turano  
North American General  
Cargo Manager  
Alitalia  
New York, N. Y.

## From The Readers

*Air Transportation* is most helpful to users of air services, and congratulations on fine coverage of the CITL survey of Canadian traffic management.

G. J. Parent  
Traffic Manager  
Sterling Drug Manufacturing, Ltd.  
Aurora, Ont., Canada

**NEW EQUIPMENT**  
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**MATERIALS HANDLING**

The Hyster Company recently took the wraps off its SpaceSaver 20, a "compact bundle of lift truck performance, engineered to cut the cost of handling 2,000-



**CAB**

**NYA FILES FOR ROUTE**

New York Airways, scheduled helicopter airline, would operate a service between centers of New York City and Philadelphia. Robert L. Cummings, Jr., president, announced that an application has been filed with the Civil Aeronautics Board. NYA would inaugurate hourly service with its new Boeing V-107 helicopters which cruise at 115 miles per hour. The airline expects to receive five of these 25-passenger aircraft before June.

Several weeks ago an NYA V-107 carrying a number of civic leaders flew from Philadelphia to New York City's 30th St. heliport in slightly over half an hour. The helicopter carrier hauls both freight and express, in addition to passengers and mail.

**NAL EYES FLORIDA-MEXICO**

National Airlines is proposing to operate the first United States air service between Florida and Mexico City. Eastern Air Lines and Pan American World Airways are competing for the route. Guest Airways, of Mexico, is the only air carrier flying between Miami and the Mexican capital. There is no direct service between Florida's West Coast and Mexico. NAL, in its application to the Civil Aeronautics Board, stated that it would operate four propjet flights per week between Miami, Tampa and Mexico. All Florida-Mexico City flights require an intermediate stop at Merida, Mexico.

pound loads." An entirely new lift truck, this model marks Hyster's entrance into the cushion-tire, 2,000-pound field. The firm stated that "no effort has been spared to engineer a maximum amount of performance, reliability and driver comfort into a minimum-size, ultra-maneuverable package. The narrow width, easy handling and short turning radius tailor it for congested warehouse operations."

Exposed by a light tug of the spring-loaded, cantilever hood, the engine compartment is arranged so that all components requiring regular service are topside, within easy reach. Hyster's Monotrol control system is an important feature of the new model. It is available with power-shift transmission and Monotrol control system, or with manually-operated, two-speed transmission. The Monotrol control system combines forward-reverse and throttle control in one right-foot pedal. Dashboard "drive" and "park" pushbuttons and an automatic parking brake are Monotrol features.

Two other features designed to keep the truck operating with minimum trouble are an exclusive full-flow hydraulic oil filter and a dry-type engine air filter. All hydraulic oil is pumped through the easily-accessible filter on the way back to the tank, which removes all impurities. The dry-type engine air filter is located in a special housing and easily can be removed.

The Hustler, a new cargo-baggage handling system designed and manufactured by Airseco, Inc. is an 8,000-pound capacity vehicle which performs three basic elements of handling: conveyance on and off the aircraft; staging; and removal to and from the area. Airseco pointed out that "by combining these functions into

one operating unit, the Hustler not only eliminates excessive handling time, but also reduces the number of separate pieces of equipment needed and frees personnel for other jobs."



The Hustler system, as described by Airseco, utilizes a 50 to 75 feet-a-minute conveyor which reaches up to the aircraft cargo door; four cargo containers positioned on tracks within the body; and a hydraulic lift gate for placement and removal of the containers. Cargo and baggage are loaded from the aircraft onto the conveyor boom. An attendant, who controls the conveyor, stages it into the four containers. It was pointed out that the operator "may elect to convey the baggage to the end of the conveyor for loading into external containers." Where abnormally large loads are concerned, two Hustlers may be aligned in tandem and the cargo moved through to the rear unit until it is loaded; then without interrupting the unloading operation, the rear unit may be dispatched and the loading continued in the forward unit.

Allied Aviation, which services 22 foreign airlines at New York International Airport, has acquired two Hustlers.

**CARIBBEAN PACT OKAYED**

The Civil Aeronautics Board has approved a cargo-rate stabilization agreement reached by member airlines of the Caribbean Air Transport Association (*October 1960 AT; Page 12*). Involved in the pact are LACSA, Guatemalteca, TAN, CDA, Ecuadoriana, Panama, ASA, and TACA.

Background of the matter was explained by the Board as follows:

"By Order E-15934 of October 19, 1960, the Board extended through November 4, 1960, the authorization granted in Order E-15722 of September 1, 1960, to Aerovias Sud Americana and TACA International Airlines, S. A., to conduct a mail ballot and/or engage in discussions between themselves and with Lineas Aereas Costarricenses, S.A., Empresa Guatemalteca de Aviacion, Transportes Aereos Nacionales, S.A., CDA Dominican Airlines, Ecuadoriana de Aviacion, and Aerovias Panama Airways for the purpose of reaching agreement for concerted action to be taken with respect to stabilizing air cargo rates in the Caribbean area.

"The agreement resulting from discussions held pursuant to the above-mentioned authority has been filed with the Board for approval under Section 412 of the Federal Aviation Act of 1958 (the Act) and has been assigned the above-designated CAB Agreement number. The agreement (1) extends through December 9, 1960, the effectiveness of rates previously agreed to expire October 15, 1960, and (2) establishes minimum general and specific commodity rates to and from the United States to be effective for the period December 10,

1960, through May 10, 1961. Rates were also agreed to between certain Central American points which do not directly affect air transportation as defined by the Act.

"In addition to an increase in the minimum shipment charge from \$4 to \$6, the agreement reflects a number of increases in general cargo rates amounting generally to 1¢ per pound, but ranging from 1¢ to 3¢ per pound, for shipments in excess of 100 pounds. Rates for shipments under 100 pounds are maintained at present levels except between Miami and Managua where the rate has been increased by 5¢ per pound. Rates between Miami and San Jose have been reduced by 4¢ per pound for shipments in excess of 5000 pounds.

"In addition to revalidation of a limited number of currently effective north-bound specific commodity rates, the carriers have named a number of additional rates from Miami and New Orleans to Managua, San Jose, and Panama City, as set forth in the attachment hereto. The Board notes that several of the commodity descriptions set forth in the agreement would not be fileable in tariffs pursuant to the Board's tariff regulations since they are not sufficiently definitive with respect to the articles to be rated thereunder and, in some instances, involve the use of abbreviations. Our approval of the agreement, therefore, is not to be construed as approval of any of the specific commodity descriptions for tariff publication purposes.

"The agreement continues essentially the same procedures as are in effect for adjustments in agreed rates in circumstances where a carrier not party to the agreement introduces a rate lower than that agreed



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F.M.B. 417

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upon, or where a carrier party to the agreement proposes to introduce a rate lower than the agreed level.

The Board finds that none of the provisions of the agreement appear unlawful and that their approval will serve to maintain a stable rate structure within the Caribbean area. Accordingly, the Board, acting pursuant to sections 102, 204(a), 412 and 414 of the Act, does not find the above-described agreement to be adverse to the public interest or in violation of the Act, provided that this finding is subject to the conditions hereinafter ordered.

The order requires that:

"(1) Copies of all notices issued pursuant to paragraph IV thereof and all notices and protests issued pursuant to paragraph V thereof shall be submitted to the Board at the time of their circulation to the members;

"(2) All notices issued pursuant to paragraph V of said agreement, when unprotested, shall be filed with the Board under section 412 of the Federal Aviation Act of 1958 and approved by the Board prior to being placed in effect;

"(3) Approval of said agreement shall not constitute approval of any subsequent rate discussions between the signatories. In particular, the approval herein granted does not constitute approval for rate discussions which the signatories desire to undertake pursuant to paragraph V of the agreement.

"(4) Approval of the agreement shall not constitute approval for tariff publication purposes of any specific commodity description set forth in the agreement."

## CAPITAL UNITED MERGER HIT

Among the most recent parties entering objections to the proposed merger of Capital Airlines and United Air Lines (*September 1960 AT; Page 6*) are Delta Air Lines and Northwest Orient Airlines.

Delta told the Civil Aeronautics Board that if it approved the acquisition of Capital by United, it should be "subject to modifications which would prohibit transfer to United of routes markets which Capital has virtually abandoned and where Delta and Eastern Air Lines have financed and equipped themselves to provide all needed services and have in fact taken up the slack left by Capital's withdrawal."

Northwest asserted that the Federal Aviation Act of 1958 expressly prohibits the CAB from approving the merger. It said that elimination of Capital in markets in which it is United's sole effective competitor will set up a monopoly in 19 important pairs of cities. Counseling the Board against being "stampeded into hasty approval of this merger by this high-handed approach of the applicants," Northwest claimed that such approval would be contrary to the public's interest, reverse the Board's long-time efforts to foster a competitive and balanced domestic air route structure, and make United the most dominant carrier in the entire domestic air transport system.

The *Air Shippers Manual* ranks United and Capital as carriers of air freight, third and eleventh, respectively; and as carriers of air express, first and sixth, respectively.

## RECENT AGREEMENTS

Following are various agreements filed with the Civil Aeronautics Board in recent weeks:

*Interline air cargo forms and procedures; in bond and transit cargo agreement:* Members of the Air Traffic Conference of America.

*Specific commodity descriptions; in bond and transit cargo agreement:* Members of the Air Traffic Conference of America.

*Cannes Traffic Conference resolutions adopted for early effective dates:* Members of the International Air Transport Association.

*Cargo sales agencies:* Air Cargo Consolidators, Inc. with James Louden & Co.; Imperial Travel, Harold R. Hines & Associates; American Express Co. with Trans-Canada Air Lines; Air Express International Corp. with San Diego Traffic Services.

*Break-bulk agencies:* American Express Co. with Osaka Shosen Air Service Co., Japan; Barnett International Airfreight Corp. with R. Abramovici Transports Internationaux, Tangiers, Morocco, and United Airfreight (Sweden) AB, Stockholm; Air Cargo Consolidators, Inc. with Di Martino & Trotta, Naples, Italy.

*Joint loading:* ABC Air Freight Co., Inc. added to agreement between Shulman, Inc. and Western Transportation Co., Inc.; Air Cargo Consolidators, Inc. and Amerford International Corp.; Air Cargo Consolidators, Inc. and Peter A. Bernacki, Inc.

*Cartage—General Air Freight:* Inc. with East Side Cartage, Toledo; Air-Van, Inc., Miami. *Air Dispatch*, Inc. W. E. Williams, Lexington, Ky.; Honolulu Freight Service, Hawaii, with George McBreen Co., Portland, Ore.; *Emery Air Freight Corp.* with Courtesy Cabs, Lansing, Mich.; Land-Air Delivery Service, Kansas City, Mo.; Denver Delivery Service Co., Colorado Springs; Hawaiian Hauling Service, Ltd., Honolulu; Bluebonnet Express, Inc., Houston; Burt's Transfer & Storage, Las Vegas; Ray Minshell, Latrobe, Pa. *Air Express International Corp.* with Smith Cartaging, Cleveland; Yellow Cab Co. of Savannah, Ga., Savannah; Shields Motor Lines, Pittsburgh; Fournier's Express, Hartford, Conn. Springfield-Mass.; W. R. Jackson, Columbia, S. C.; Herlihy Trucking, Binghamton, N. Y.; Package Delivery Service, Toledo; Denver Delivery Service Co., Denver; Grantham Transfer & Storage Co., Warner Robbins, Ga.; The Delivery Service, Inc., Little Rock, Ark.; Flying Freight, Loudonville, N. Y.; Andrews Trucking Co., Inc. Cleveland; Bonham Pickup & Delivery, Charleston, W. Va.; C. C. Locke Delivery Service, Memphis; Yellow Transfer Service, Inc., Milwaukee; Ed's Pickup & Delivery, Indianapolis.

*Airline-truck:* *Air Cargo, Inc.* with Harbour Air Freight Service, Inc., West Trenton, N. J.; Inter-City Delivery Service, Aberdeen, Wash.; C. H. Maxwell, Greenwood, Miss.; Fournier's Express, Hartford; Chicago Haulage, Inc., Chicago; Cosmar Florist Delivery Service, Inc., New York; Madison Delivery Service, Madison, Wis.; Ebling Delivery Service, Rochester, Minn.; Airline Limousine Service, Yakima, Wash.; City Taxi, Inc., Ketchum, Id.; City Cab Co., Lakeview, Ore.; Mercury Air Freight, Inc., New York; Pollard Delivery Service, Inc., Washington, D. C.; Consolidated Warehouses, Portland, Ore.; Airport Drayage Co., San Francisco-Oakland; Haslett Warehouse Co., San Francisco-Oakland; Joe Curtin's Special Delivery Service,

San Francisco; Chautauqua Transit, Jamestown, N. Y.; Portland Air Freight, Portland, Maine; Amos J. Hejl, Temple, Tex.; J. C. Van Winkle, Albany, N. Y.; Airport Drayage Co., San Jose, Calif.; Boyds Cab Co., Havre, Mont.; Airline Express, Islip, N. Y.; Nash & Sons, Keene, N. H.; Minot Rent-a-Car, Minot, N. D.; Pinto Trucking Service, Inc., Philadelphia; Click Delivery Service, New Orleans; Jimmie L. Durham, Paris, Tex.; Fowler & Williams, Inc., Wilkes-Barre, Pa.; Kingham Messenger & Delivery Service, Inc., Houston; R & R Delivery Service, Pensacola; Roy Smith, Sr., Waco, Tex.; Denver Delivery Service Co., Denver; Ryder Truck Lines, Inc., Miami. American Airlines with Red Ball Motor Freight, Inc., various points; Flying Tiger Line with Acacia Van Lines, Inc.; Arlington Warehouse, Inc.; Transworld Van Lines, Inc.; Red Ball Transfer & Storage; Pierce Freight Lines, Inc.; Portland Moving & Storage Co.; F. D. Pettis Trucking Co.; Nationwide Moving & Storage Co., Inc.; Federal Storage Warehouse; Martin Van Lines, Inc.; all at various points.

*Charter flights:* Air Express International Corp. and Pan American World Airways, KLM Royal Dutch Airlines.

*International sales agency:* Flying Tiger Line with W. R. Keating & Co., Inc.

*Rounding off cargo rates:* Members of the International Air Transport Association.

*IATA interline traffic, baggage and cargo handling:* Pan American World Airways and Maritime Central Airways; National Airlines and Transair, Ltd, Kar-Air O/Y; Flying Tiger Line and TAI; Ozark Air Lines and TACA International Airlines.

*Air freight services:* Continental Airlines for Air France at Chicago Midway Airport; Northeast Airlines for Air Express International Corp., and Piedmont Aviation at Washington National Airport.

*Caribbean air cargo rates, and comparative costs of surface and air movements of air cargo in the Caribbean area:* Members of the Caribbean Air Transport Association.

*Discussion of cargo rates between New York and San Juan:* Eastern Air Lines, Pan American World Airways, Riddle Airlines, and Trans Caribbean Airways.

*Air-railway express traffic exchange:* Railway Express Agency with Pacific Northern Airlines; Pan American World Airways.

*Operations agency:* Emery Air Freight Corp. with Orphee G. Beinoglou, Athens, Greece.

*Exclusive use of commodity group numbers:* Members of the Air Traffic Conference of America.

*Entry fee — Consolidated Air Freight Tariffs:* Members of the Air Traffic Conference of America.

## GROUND SERVICES

### NEW PAN AM AGREEMENT

Another air-truck agreement has been signed by officers of Pan American World Airways and Armellini Express Lines. The new pact calls for direct through trucking from all parts of New York City to Miami International Airport. Armellini, which operates a fleet of tractor trailers, leaves New York every Monday through Friday. Second-morning delivery at Miami is provided.

# LOWEST I.A.T.A. CARGO RATES

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OFFICES AND PHONES IN:  
BOSTON - HU 2-2025  
SAN FRANCISCO - EX 7-5863

CHICAGO - FR 2-2214  
TORONTO - EM 3-2611

## RATES

### JAMAICA-NORTH AMERICA

In accordance with the decision reached at the last IATA traffic conference, lower cargo rates between North America and Jamaica go into effect January 1. The following specific commodities have received a 20% reduction from the former rates: wearing apparel, fibers, natural and artificial yarns, partly manufactured clothing, metal moulds, musical instruments, phonographs and parts, records, and tapes.

Lower-rated Jamaica exports to the New York gateway, BOAC points out, include products of the recording industry, \$13 per 100 pounds; foodstuffs and clothing, \$12 per 100 pounds (minimum shipment, 550 pounds); printed matter, \$13 per 100 pounds (minimum shipment, 220 pounds). Floral and nursery stocks likewise have received rate cuts.

### U. K.-CARIBBEAN

British Overseas Airways Corp. announced last month that it had reduced its cargo rates between the United Kingdom and Barbados, Trinidad, and Georgetown. It stated that "a vast variety of commodities are affected by the new rates which have common-rated Barbados and Trinidad, and require only a slight additional charge for shipments destined for Georgetown."

Chemicals, drugs, pharmaceuticals, optical and photographic goods and supplies, musical instruments, radios and TVs, wearing apparel, pottery, crystal ware, athletic and sporting goods, handbags, wallets, and

personal effects are now shipped between the United Kingdom and Barbados and Trinidad at 51¢ per pound, and Georgetown at 54¢ per pound. A 100-pound minimum has been established.

A second group of commodities—machinery, vehicles, electrical equipment—bear these new rates: Trinidad and Barbados, 54¢ per pound; Georgetown, 57¢ per pound. The 100-pound minimum applies to these commodities also.

## HANDLING - PACKING

### SPHE PLANS FOR 1961

The Society of Packaging and Handling Engineers is planning to hold its national packaging competition, short course, and show in the fall of this year. The competition is described as "the nation's only annual comparison of developments in the engineering of boxes, crates, cartons and metal containers used for shipping and handling purposes." J. L. Krager, Jr., of RCA in Camden, N. J., heads the 1961 competition committee.

## FACTS & FIGURES

### UNITED STATES AIRLINES

#### AMERICAN

*Freight*—September total of 10,687,000 ton-miles, an all-time company record for a month's freight volume, represented an 8% increase over the same month of the year before. A month later a new high was set for a single month—11,201,000 ton-miles.

It topped the October 1959 total by 9%. This was the first time that any domestic carrier has flown more than 11 million ton-miles in one month.

**Express**—September ton-miles, at 1,104,000, was 7% higher than the comparable month of 1959.

#### NATIONAL

**Freight**—Shipments out of New York totaled 734,265 pounds in September, and 728,241 pounds in October, representing respective gains of 34% and 15% over the same months of 1959.

**Express**—In September New York area shippers and interline traffic produced 141,599 pounds, and in October 117,769 pounds. These were gains of 48% and 12%, respectively.

#### PAN AMERICAN

**Freight**—During the first three quarters of 1960, westbound shipments totaled 6,631,460 pounds and eastbound 6,212,140 pounds. Transatlantic freight in this period jumped 45.9% over the two-way total reported for January-September 1959.

#### UNITED

**Freight**—A total of 7,182,000 ton-miles for September represented an increase of 9% over the previous September.

**Express**—Reported total of 1,094,000 ton-miles was 10% off.

#### FOREIGN AIRLINES

##### ALITALIA

**Freight**—October volume set a new record for a single month, topping by 27.6% the previous mark established last March on the North Atlantic. It beat the previous October's volume by 77%. No official figures were released at presstime.

##### BEA

**Freight**—Another rise was reported for the month of September, with 1,470,800 ton-miles racked up. Total bettered September 1959 by 14%... A record year was marked for fiscal 1959-60. During the 12-month period, BEA hauled 36,395 tons of shipments (a gain of 29.9%), while ton-miles reached 14,893,914 (an increase of 28.2%).

##### LUFTHANSA

**Freight**—Volume hauled over the North Atlantic in July, August, and September, reported at approximately 1.95 million pounds, was 111.7% higher than the third quarter of 1959.

##### SAS

**Freight**—Since opening on Nov. 15, 1954 the polar route between California and Copenhagen, it has flown more than 4½ million pounds between the two areas.

#### FORWARDERS

##### SHELL LISTENED TO EMERY

Emery Air Freight points to the case of Shell Oil Company to illustrate the result of the use of planned air freight. It seems that one of the machines used in the processes of refining at Shell's three plants has a tendency to break down more frequently than others. Until Emery stepped into the picture, each of the three plants

#### JAL PRESENTATION



Flanked by R. T. "Chick" Holden (left), who heads cargo sales for Japan Air Lines' American Division, and Joe Leonard, district cargo sales manager, William Clark accepts a certificate of appointment scroll in the name of Dyson Air Freight. Clark is manager of Dyson which, in 1954, prepared the initial JAL IATA cargo agent airwaybill.

stocked a spare unit. Today it stocks only one at Wood River, Ill. By air it is never more than hours away from the other plants at Houston and Norco, La. Emery reports that Shell's supervisor of material control at Wood River, Roy B. Roark, is authority for the fact that "literally tens of thousands of dollars of invested capital are saved per day by the air movement of the single stock item between the three plants. And from the interest savings on this money alone we get Emery's services free."

#### AEI IN TRAVEL FIELD

Alvin B. Beck, president of Air Express International, recently announced the acquisition of a San Francisco travel agency now known as AEI Travel Service. Under the general supervision of Roger Kolda, AEI's district manager, the agency is managed by Mrs. Emma G. De Faria. It is located at 422 Market St.

#### AFFA, IAAA, FIATA MEET

Executives of America's two national forwarder organizations and of their European counterpart met in November for the first time, it was reported from abroad. The meeting, which took place in Zurich, included the following principals: Thomas D. Griffin, president, Air Freight Forwarders Association; Harry Pfeiffer, president, Independent Airfreight Agents Association; and Messrs. Rademacher, Tournade, Hervu, Peron, and Maeglin, of the International Federation of Forwarding Agents Associations (FIATA). Rademacher heads the European organization as president. Also attending the session were Messrs. Scherrer and Thorens, respectively president of the Swiss Freight Forwarders Association and president of the Swiss Airfreight Committee.

It is understood that the initial conference was of an exploratory nature, aimed at finding ways and means of establishing a closer contact and working relationships among the three organizations. In the United States, AFFA represents most of the CAB-authorized domestic and international air freight forwarders, who perform consolidation services. The IAAA represents a large body of IATA-authorized cargo agents.

#### RAUTENBERG CONFERS ABROAD

Erwin Rautenberg, general manager of Air-Sea Forwarders, Inc., Los Angeles, has returned from a tour of Central European countries where he conferred with forwarding agents on the development of new methods of increasing the firm's air consolidation services. Rautenberg, who recently obtained his own customs brokers license for District No. 27, Los Angeles, also paved the way for stepping up Air-Sea's inbound traffic. Air-Sea has been operating as a corporate customs broker for some time.

#### AFFA MEMBERSHIP EXPANDS

Newest members of the Air Freight Forwarders Association—the 20th and 21st—are: American Express Company, New York; and Air-Land Freight Consolidators, Inc., Los Angeles.

#### ACME-AMEX AGREEMENT

Acme Air Cargo, Inc. and American Express Company have signed an agreement whereby Acme will act as break-bulk agent on European air shipments destined to Latin America.

#### COMMERCIAL AIRCRAFT

##### NEA LEASES CONVAIR JETS

Northeast Airlines has completed negotiations with General Dynamics Corporation for the leasing of six Convair 880 jets which are intended for immediate scheduled service. Early delivery was made possible by the release of delivery positions held by the Hughes Tool Co. which has 30 of these jets on order. The agreement calls for a seven-year lease of the planes and spares, with options for renewal and purchase. Majority interest in NEA is held by the Atlas Corp. The 615-mile-an-hour jet offers 863 cubic feet of cargo capacity.

##### MORE CARGO CONVERSIONS

TWA has placed with Lockheed Aircraft Service an order for the conversion of six 1649A *Super Constellations* to all-cargo configuration, bringing to an even dozen the number of remanufactures for all-cargo purposes. The 1649As, in their new configuration, will have a range exceeding 6,000 miles, the longest of any freighter in the air today.

##### \$350 MILLION FOR 727s

Eastern Air Lines and United Air Lines are dividing equally 80 new short-to-medium-range jet transports purchased from Boeing Airplane Co. The 600-mile-an-hour aircraft, designated the 727, has brought to Boeing two orders totaling \$350 million, reportedly one of the largest in all air transportation history. A three-engine plane, with the power plant set at the rear of the airframe, it is earmarked for delivery before the end of 1963.

Until now Britain and France have dominated the short-to-medium range jet field. According to William M. Allen, Boeing president, more than 4½ years were spent in developing and analyzing more than

150 designs for this type of plane. Range of the 727, carrying from 70 to 114 passengers plus cargo, will be from 150 to 1,700 miles.

#### VANGUARD CERTIFICATED

The Vickers *Vanguard*, Britain's newest airliner, has been awarded a British certificate of airworthiness. Delivery of the propjet is being prepared for its two purchasers, British European Airways and Trans-Canada Air Lines.

#### AF, DLH REORDER JETS

Air France and Lufthansa are purchasing additional Boeing jet transports. Henri J. Lesieur, general manager in North America for the French carrier, revealed that his company has decided to add three 707 *Intercontinentals* to its previously ordered 17 of this type aircraft (all of which have been delivered). The German carrier, which is due to take delivery of its fifth 707 *Intercontinental*, has placed an order for four 720B jets.

#### CONVAIR 990 READY

The Convair 990 jet, which originally was known as the Convair 600 and redesignated to "recognize its growth over the original design," was reported as completed. Scheduled to enter commercial service this year, the 990 will have a maximum level cruising speed of 640 miles per hour. American Airlines has ordered 25 of the domestic version. Air carriers which have purchased the intercontinental version, called the *Coronado*, are Swissair (7), SAS (2), and REAL (3).

#### CL-44 FLIGHT-TESTED

The CL-44, Canadair's swingtail air freighter, recently entered a flight-test program aimed at certification by spring. Flying Tiger Line, Seaboard & Western Airlines, and Slick Airways have purchased the 33-ton payload plane.

#### AIRPORTS

##### SEATTLE-TACOMA

Freight handlings in October rose to 3,969,178 pounds, bringing the 10-month total to 34,931,002 pounds, an increase of 5,710,953 pounds over January-October 1959. Express poundage was at 319,195 for the month, with the 10-month total at 2,775,436 pounds, a gain of 182,677 pounds. Port authorities are confident that the airport freight total for 1960 will exceed the 20,000-ton level.

##### BOSTON

International cargo handled at Logan International Airport in January-September 1960 reached 1,882,921 pounds, a jump of 91% over the same period in 1959. It was reported that "cargo in all categories" in the same period amounted to 44,906,371 pounds, a 19% gain.

##### SAN JUAN

Cargo moved through San Juan International Airport in September totaled 3,719,017 pounds. This was a drop of 9.77% from the September 1959 figure.

##### TAIPEI

Taipei International Airport opened last month its newly extended runway (8,944 feet) for use. Extension of the runway was for the accommodation of jet airliners.

#### NEW OFFICES

#### AIRLINES

##### AIR FRANCE

*Cleveland, Ohio*—Room 511, Bulkley Building, 1501 Euclid Ave. Phone: PROspect 1-5600. Robert Newhouse, district manager.

##### IRISH

*New York, N. Y.*—572 Fifth Avenue. Phone: PLaza 7-9200. Francis de Matlachowski, cargo manager for North America.

#### FORWARDERS-AGENTS

##### AIRGO INTERNATIONAL CORP.

*San Francisco, Calif.*—35 Main St., Room 203. Phone: EXbrook 2-2126. Lloyd R. Poleselli, manager.

##### GENERAL AIR FREIGHT

*New York, N. Y.*—New York International Airport, Cargo Building 80, Jamaica 30, N. Y. Phone: OLYMPIA 6-6450. TWX: NY 4-241-X. Edwin C. Casserly, regional manager.

*Hollywood, Calif.*—5639 Sunset Boulevard, Phone: HOLLYWOOD 4-8281. TWX: LA 1063.

#### CLUB NEWS

**Traffic Club of Pittsburgh:** The club held its Holiday Dinner-Dance at the Pittsburgh Field Club last month.

**Chicago Transportation Club:** Etienne Dreyfous, cargo manager-North America, for Air France, addressed the organization's members and guests on the



Halleck

Dreyfous

Air Fair in Chicago

occasion of its Air Fair last month. His topic was the promising future of air cargo. The Air Fair, which was held in the Astoria Room of the Conrad Hilton Hotel, was arranged by the club's Air Committee headed by Lou Halleck, Chicago district cargo sales representative for the French air carrier.

**Automotive Exporters Club:** The December 13 meeting of the club was devoted to a general discussion of the critical areas of the world, with primary emphasis on Venezuela and Cuba.

**Traffic Club of Minneapolis:** Fred Smith, management consultant, spoke on the subject, *The Best Is Yet to Be*, at the club's 51st annual election meeting.

**Traffic Club of Baltimore:** The club's annual dinner has been set for February 14—Valentine's Day, that is.



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*Left to right:*  
 Row 1—Smith, Woodruff (Braniff)  
 Row 2—Lee (Seaboard), Pombo (Avianca)  
 Row 3—Trimboli (SAS), Eby (Lufthansa)  
 Row 4—Wold, Silton (KLM)  
 Row 5—Griffin (Acme), Hopes (General)  
 Row 6—Vaill, Epstein (General)

## CONGRATULATIONS

### UNITED STATES AIRLINES

**Alaska:** Joseph L. Fisher switched from Nome to Fairbanks where he now heads station operations.

**Braniff:** Charles Smith, air mail manager for the past four years, takes over the key post of cargo sales manager, succeeding Jack Woodruff who switches to the job of manager of airport cargo service. Smith's newly consolidated department will include freight, express, and mail. Herbert K. Heasley named director of management training.

**Mohawk:** William J. Mitchell leaves his office as vice president-traffic and sales of Bonanza Airlines to step into the post of assistant vice president-marketing of Mohawk Airlines. Prior to joining Bonanza he was associated with Allegheny Airlines.

**Pan American:** Under a new table of organization, the functions of L. P. Cornwall, manager of cargo sales, and Wendell R. Stevens, manager-cargo development are directed by James F. Montgomery, director of passenger-sales.

**Seaboard & Western:** Frederick B. Lee, former Administrator of Civil Aeronautics, elected a director of the transatlantic all-cargo airline. Lee currently serves as director of the Washington office of the Olin Mathieson Chemical Corp. He has an extensive background in aviation affairs.

**Trans-Texas:** Henry B. Kriegel, Texas businessman and civic figure, named treasurer of the local service airline.

**United:** Curtis Barkes, senior vice president-finance and property, has marked his 35th year with the air carrier.

### FOREIGN AIRLINES

**Avianca:** Miguel Pombo, general manager for North America with headquarters in New York, moves back to Bogota to take over the office of system general manager of traffic and sales. He has been with the Colombian airline for more than two decades. Mark Phillips, Jr., who has been associated with Pan Am, National, and Riddle, appointed Southern regional agency interline representative.

**BOAC:** E. W. Stephenson named sales representative in the Denver area. He previously served as Salt Lake City district sales manager for Frontier, and prior to that was associated with Western.

**BWIA:** Max de Comarond, formerly assistant to the general sales manager, appointed sales manager-Caribbean. He succeeds John H. Kinch who takes over as manager of Montego Bay and the western area of Jamaica. C. F. Spurrier, Kingston manager, heads the eastern area.

**KLM:** John Wold and Peter Silton appointed assistant United States sales managers, assigned to coordinate and supervise the operations of the Dutch airline's district managers. Wold, who has been with KLM for 14 years, formerly served as regional manager of the Northeast and Southeast Regions. Silton, with the company six years, was Dallas district manager . . . Edward Murphy, interline and agency manager, becomes manager of agency sales . . . Louis Nobiletti promoted to interline sales manager . . . A. S. Fransen van de Putte named manager of the Eastern European Department, succeeding Gustave Mize who now heads the Poland-USSR Department.

**Lufthansa:** Philip Eby, formerly associated with Riddle Airlines, now with the German air carrier as cargo sales representative in Miami. Eby also has been associated with Continental Charters and

a Florida freight forwarding firm.

**SAS:** Jerome "Jerry" Trimboli, who progressively rose in the organization from a warehouseman to United States cargo sales representative, elevated to the key position of cargo manager for the New York district. Harry O. Isackson, ex-assistant district sales manager for Alitalia in New Orleans, named resident representative of the Scandinavian airline in that city. His former connections include Eastern and TWA.

**Varig:** Walter Heuer, director of administration and control since April 1956, appointed vice president of the International Division.

### FORWARDERS-AGENTS

**Acme Air Cargo:** Thomas D. Griffin, who has been with the organization and its parent company since 1932, elected president. Serving with Acme Fast Freight until 1951 he became a key member of the Acme Air Cargo management at that time. He is currently in his second term as president of the Air Freight Forwarders Association. During the war he served as a Navy commander.

**Air Express International:** Clarence M. Belinn, president and general manager of Los Angeles Airways, elected a member of the board of directors. He is a veteran of aviation since 1925 and has participated in the organization of several airlines. Among his directorships is that of the Air Transport Association . . . Walt W. Schwerdtfeger, formerly with Slick Airways and the Wabash Railroad, named sales representative in the Chicago district.

**General Air Freight:** Robert W. Hopes, formerly assistant to the president, elected to the presidency of the firm. An air cargo veteran, Hopes has served as vice president-Midwest of the Air Freight Forwarders Association . . . John A. Vaill, New York manager, elected to the office of vice president-sales and secretary. Vaill likewise is an AFFA officer, serving as secretary of the organization . . . S. N. Epstein, president of the Hollywood trucking firm, Shine-Phillips, Inc., elected executive vice president and director of General. He is a long-time freight transportation figure . . . Edwin C. Casserly named Eastern regional manager.

### INDUSTRIAL TRAFFIC

**Shatterproof Glass Corp.:** Thomas R. Anderson, formerly traffic manager at the Bendix Aviation Corp., named traffic manager of Shatterproof. William P. Rosso has been appointed assistant traffic manager.

**Hook Chemical Corp.:** Percy T. Brewbaker, headquartered at Niagara Falls, N. Y., takes over the additional duties of traffic manager of the Eastern Chemical Division. He serves as corporate manager of transportation.

**U. S. Steel Corp.:** Charles E. Cronauer, Jr., takes over as assistant general traffic manager . . . Frank O. Brady assumes post of traffic manager-freight rates.

**J. C. Penney Co.:** New appointments announced for John A. O'Connor, traffic manager-administration; Edwin F. Stadelman, traffic manager-operations; and Einar F. Westberg, West Coast traffic manager.

**Tonka Toys, Inc.:** Formerly manager of traffic for the Nutting Truck & Caster Co., John Puffer is with Tonka in a similar job.

**Combustion Engineering, Inc.:** Long-  
(Concluded on Page 37)

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## BOOKS

John C. Caldwell's **South Asia Travel Guide** (John Day Co.; 252 pages; \$4.50) brings that part of the world fully up to date for the business- and/or pleasure-traveler. Taking cognizance of jet travel, he points out that "all of Asia (is) within a day's flying time of the United States." An old Far East hand, Caldwell in this volume adequately covers Indonesia, Burma, Ceylon, India, Pakistan, and Nepal. Loaded with interesting and often valuable information for the South Asia traveler. If you're headed in that direction, by all means pick up a copy of Caldwell's guide.

Geoffrey Lewis' **Turkey** (Frederick A. Praeger; 226 pages; \$6.00) has appeared in its second revised edition—a scholarly and comprehensive analysis of that complex country, from the Ottoman Empire to the period just before the downfall of Adnan Menderes. The author has provided an excellent picture of modern Turkey, her people, and the rocky path they have followed in their long quest for democracy. The country, which Lewis calls "a going concern," represents a split national personality, facing both the East and West. Can Turkey be classified as Western? "Potentially, yes," the author suggests. A wholly absorbing volume.

Here is **Spain** (Oxford University Press; 278 pages; \$8.50) in a revised edition, a handsome volume which sings the old "power and enchantment" of the country. Written by Yves Botineau, and translated from the original French by O. C. Warden and Mary Flitton, this profusely illustrated guide to Spain uncovers the very soul of the country in whose "grandeur lies an infinite ability to inspire heroism and create beauty." **Spain** is a richly rewarding book; one which entices numerous rereadings.

With the spotlight on a wakened Africa, Lois Mitchison's short, descriptive book on one of the Dark Continent's new free nations makes especially interesting and informative reading. It is **Nigeria** (Frederick A. Praeger; 122 pages; \$3.00). The author, an experienced journalist, provides a swift though perceptive look at surface and sub-surface Nigeria, its history, people, and politics. She concludes that the country is at present "unattractive to international communist efforts to establish their party."

The title of the book, **I Have Seen War** (Hill & Wang; 273 pages; \$3.95) is an extract from a Franklin Delano Roosevelt quotation. Here, between covers, are 25 striking stories—fiction and nonfiction—which comprise "a sampling of the sights and sounds and smells of World War II." Edited by Dorothy Sterling, the book includes such well-known names as John Hersey, Saint-Exupéry, Ira Wolfert, Maurice Hindus, and, of course, others.

James Macgregor's novel, **Incident Over the Pacific** (Doubleday & Co., Inc.; 286 pages; \$3.95) utilizes the now familiar theme of a special set of circumstances leaving its impact on a diverse group of airborne passengers. In this "special set of circumstances," Macgregor brings an Airsafe transport on a transpacific flight to Sydney—right into an atomic test area. To make matters more exciting, an H-bomb is scheduled for detonation. Here's where character and peril and fear and courage deepen their interplay as the aircraft flies towards its destiny. A topical thriller you'll enjoy.

Anthony West is a good writer, and his latest novel, **The Trend Is Up** (Random House; 474 pages; \$4.95) is polished and urbane, but in our opinion it cannot be counted as one of his

better efforts. His Gavin Hatfield, who makes a million dollars on his own and ultimately finds his pattern of life dissolving, symbolizes a generation of Americans whose values writers have begun to doubt in print with increasing frequency. Call this a morality novel. Certainly West has a number of sage things to say about our society. Unfortunately, however, they do not catch fire.

The title of the novel, **Rebel Against the Light** (L. C. Page & Co.; 215 pages; \$3.95) is a phrase from Job. Written by Alexander Ramati, it has for its setting Israel at the time of its achievement of statehood. Arthur Weiss is experiencing the problems of adjustment to a new life and altered values—this against a backdrop of national tension. Ramati defines his protagonist's problems well and makes him entirely a believable and sympathetic character, representative of a virile new force of that part in the world.

Julius Horwitz has plumbed deep into the sordid lives of the Upper West Side New Yorkers who fill his novel, **The Inhabitants** (World Publishing Co.; 286 pages; \$4.00). The relief-supported tenants of old and decaying apartments ("One day it will collapse right down the middle") form case histories of human desperation and of human greed. The people populating **The Inhabitants**—the truly needy and the evil and the phonies and the parasites—swirl in a gloomy gray current. The novel is an effective document about a big-city problem demanding strong though thoughtful solution.

Those who have been fortunate have managed to glimpse on TV some of the talented Peter Ustinov's satirical international characterizations. Now, in soft-cover edition, is **Ustinov's Diplomats** (Bernard Geiss Associates; 127 pages; \$1.50), an hilarious series of attitude photographs captioned by Ustinov himself. Here we see him as a diplomat representing a number of nations, with lines often sharp, sometimes not so sharp, but in combination with W. R. Woodfield's portraits, always a rib-tickler. Introduction is by Kirk Douglas.

In the late John P. Marquand's final novel, **Timothy Dexter Revisited** (Little, Brown & Co.; 306 pages; \$6.50), we find him returning to the subject of one of his earliest books, published a generation ago—Lord Timothy Dexter (1747-1806), "a sort of overgrown Horatio Alger hero" and eccentric extraordinaire. Marquand probably wrote his last book to take the place of the original work on Dexter; its imperfections had bothered him. We find Marquand back on familiar ground, Newburyport, Mass., writing with the brilliant polish which for years has been his literary hallmark. If we were to rate **Timothy Dexter Revisited**, it would not be placed near the top of the list of classics which he has produced. But any book by Marquand is a superior one and merits wide reading.

Janet R. Glover has written a highly readable history in **The Story of Scotland** (Roy Publishers; 399 pages; \$5.95). It spans the country's earliest beginnings thousands of years before the Christian era and post-World War II, a cavalcade of stirring history. Now, the author points out, the Welfare State has abolished poverty, but "new anxieties" are pressing Scotland: an "increasing material prosperity" which is nurturing "an ominous irresponsibility."

The historic voyage of the nuclear submarine **Skate** to the Arctic Ocean, and its surfacing "deep inside the permanent pack" is related by Commander James Calvert in **Surface at the Pole** (McGraw-Hill Book Co.; 220 pages; \$4.75). It is a suspenseful tale of courage in the face of many dangers ("... perhaps most difficult of all, they had faced the unknown and made it the familiar"); a great adventure and supreme effort by a Navy crew and a group of civilians who proved that subs could locate openings in the lid of ice and surface. Good reading.

## CONGRATULATIONS

(Continued from Page 34)

time traffic official, J. Robert Morton now with Combustion Engineering at its Windsor, Conn. plant, holding the important post of general traffic manager.

**International Minerals & Chemical Corp.:** Tunstall I. Lemon comes from the steamship business to take over the job of freight manager for the Overseas Operations Division.

**Chevrolet Division, GMC:** Stirling T. Zimmerman named general traffic manager in the central office . . . Harold A. Stater upped to traffic manager at Tarrytown, N. Y. . . John M. Reilly succeeds George D. Cron, retired, as Oakland, Calif. traffic manager . . . Paul M. Miller takes over as Baltimore traffic manager . . . Morley Smith promoted to Indianapolis traffic manager.

**Westinghouse Electric Corp.:** W. W. Kellenbence, retired supervisor of traffic in the Meter Division at Newark, N. J., succeeded by J. W. Hall.

**Atlas Powder Co.:** New post of manager of traffic research is occupied by Albert L. Zuber, formerly with Allied Chemical Corp.

## MARKETING

**Brooks & Perkins, Inc.:** W. O. Chamberlin, Jr., former director of advance planning for the Cook Technological Center, Cook Electric Co., appointed director of marketing for the Detroit manufacturing firm.

## IMPORT-EXPORT

(Continued from Page 8)

The study published in this issue shows that of the \$41.9 million United States air imports in March 1960, \$7 million or 17% was shipped from the United Kingdom. Platinum and platinum metals with a value of \$2.1 million was the principal commodity imported by air from the United Kingdom. Dollarwise, Switzerland with an air import value of \$6.3 million, ranked second as the principal air import country in the United States air import trade. Approximately \$3.6 million of the Switzerland air import total represented shipments of watches and watch movements.

United States air imports in March 1960 from France, West Germany, Japan, Italy, Canada and Norway reflected values from \$4.9 million (France) to \$1.3 million (Norway). Approximately 58% of the total United States air import shipping weight of 8.5 million pounds originated in countries in North America with Nicaragua (820,000 pounds), Cuba (813,000 pounds), El Salvador (658,000 pounds) and the Dominican Republic (641,000 pounds). Fresh, chilled or frozen beef was the principal commodity in terms of weight imported into the United States by air from Nicaragua and the Dominican Republic, fresh vegetables was the chief commodity imported from Cuba, and shrimps and prawns was the principal item shipped from El Salvador.

In terms of shipping weight, shipments from the United Kingdom (804,000 pounds), France (658,000 pounds), Italy (536,000 pounds) and West Germany (436,000 pounds) were also important in air imports into the United States in March 1960. Woolen woven fabrics was the most important commodity, weightwise,

imported into the United States by air from the United Kingdom and Italy, while automobile parts was the principal commodity shipped from France.

In addition to the \$41.9 million air imports that month, there was \$1.8 million of air cargo which was declared on informal entries (import shipments valued at \$250 and under). Following are the principal countries involved in air import cargo declared on informal entries: West Germany, \$531,000; Japan, \$197,000; United Kingdom, \$185,000; Canada, \$131,000; France, \$114,000; and Italy, \$111,000. Shipping weight figures are not available for imports declared on informal entries.

United States air exports of domestic and foreign merchandise excluding "special category" commodities—those commodities which, for security reasons, detailed information cannot be released—amounted to \$48.6 million of which \$6.2 million was shipped to Venezuela. Medicinal and pharmaceutical preparations (\$583,000), musical instruments and parts (\$437,000), and television receiving sets (\$395,000), were the principal commodities exported by air to Venezuela. Canada ranked second as the country receiving the highest value (\$4.7 million) of exports from the United States. Undressed furs with an export value of \$448,000 was the principal commodity exported by air to Canada from the United States. Other important commodities shipped by air to Canada were: cut flowers and cut ferns or foliage (\$215,000), crystal diodes and transistors (\$192,000) and exposed or developed motion picture films (\$189,000). United Kingdom with a value of \$4.1 million ranked third as the country of destination of air exports from the United States in March. Exports of works of art, antiques and collectors' items with a value of \$1.2 million was the principal commodity shipped by air to the United Kingdom.

Other countries receiving more than \$1 million of air shipments from the United States were: West Germany, \$3.3 million; France, \$2.6 million; Switzerland, \$2.4 million; Mexico, \$2.2 million; Cuba, \$1.6 million; Japan, \$1.6 million; and Italy, \$1.5 million.

In terms of shipping weight, Venezuela ranked first as the country receiving the largest volume of cargo (excluding "special category" commodities) shipped from the United States by air. Of the 2.9 million pounds of air cargo shipped to Venezuela, 398,000 pounds and 216,000 pounds represented shipments of plastic kitchenware and tableware, and television receiving sets, respectively.

Approximately 51% of the 12.7 million pounds of the total air exports from the United States that month were shipped to countries in North America with 1.1 million pounds destined for Canada and 840,000 pounds shipped to Cuba. Weightwise, books, maps, pictures and other printed matter was the principal commodity shipped to Canada by air; paper and paperboard shipping containers was the chief commodity moved by air to Cuba.

Of the total \$38.6 million and 2.7 million pounds of "special category" commodities exported by air from the United States \$866,000 and 50,000 pounds were shipped to Canada, \$3,272,000 and 403,000 pounds to Latin American countries, \$27,215,000 and 1,717,000 pounds to Western European countries and \$7,290,000 and 481,000 pounds to all other countries.

## FIATA APPLIES

(Continued from Page 8)

creased, in view of the lower air cargo rates.

"After a thorough discussion, FIATA was asked by all national representatives present, to advocate an increase in the rate of commission to come into effect as soon as possible, in order to foster an increase in the volume of air cargo under the above described circumstances.

"FIATA was furthermore asked to intervene with IATA in order to get an opportunity of submitting proposals for the alteration of the IATA cargo tariff system as it is effective today. These proposals would also help increasing the volume of air cargo.

"FIATA is of the opinion that such a step could best take place on the occasion of the IATA air freight conference which is going to take place in Paris in January/February next. We have asked our French member federation (Fédération des Commissionnaires et Auxiliaires de Transports et Assimilés, 75, rue de Clichy, Paris 9e) to address an invitation to you at the given time, after first consulting the IATA Secretariate in Paris about the best time, for an appointment."

## SERVICES

(Continued from Page 12)

of two round trips per week. These flights are in addition to two piston-engine services with DC-7Cs. The jets cover the distance between the two capitals in 13:05 hours.

## CLASSIFIED ADVERTISEMENTS

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## HELP WANTED

**MANAGER.** New York forwarding firm seeks responsible, experienced man willing to take over managerial post in another city. Must know international air freight forwarding. Replies held strictly confidential. Box F, Air Transportation, 10 Bridge St., New York.

**MANAGER** to take over operation of key air freight facility in New York for well-known international air forwarder. Good opportunity for the right man. All replies held in confidence. Write: Box H, Air Transportation, 10 Bridge St., New York 4, N. Y.

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**1** Twelve-page illustrated booklet which explains the advantages of a manufacturer's magnetic steel board on which visual aids are placed to give important facts quickly. Is useful in the fields of traffic and transportation where a visual control system is important.

**2** *18 Ways to Reduce Handling Costs*, a four-page bulletin which explores materials handling with an eye towards cutting costs. All 18 methods are illustrated with photos.

**3** American Express has issued its first Air Freight Memo Tariff, listing transatlantic and transpacific general cargo rates. Includes two-way transatlantic specific commodity rates, emphasizing rates from Germany to 42 U. S. and Canadian cities. The booklet details a shipper's letter of instructions and a list of 50 company offices overseas.

**4** *Are You Planning a Trip to Another Country?* is a vest-pocket size booklet which includes such helpful information as currency conversions, weights and measures, tipping suggestions, tobacco allowances, etc.

**5** The many applications and money-saving advantages of portable belt conveyors are discussed in a new illustrated Rapids-Standard bulletin.

**6** *Heavy Duty Trucks—Facts and Figures*, a new 12-page booklet produced by the Automatic Transportation Co. which pictorially describes the place of the heavy duty industrial lift truck in industry.

## Please Note

Items are offered in *Come 'n' Get It* for three consecutive months. Added this month are items Nos. 1 to 8.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

**7** Four-page bulletin which illustrates the Harper line of hand trucks for a wide variety of applications.

**8** Here is a condensed illustrated catalog of the Hamilton line of floor trucks, dollies, casters, etc.

**75** *Community Progress in the Air Age*, an interesting new booklet which shows how the Air Age helps build the community and the nation by creating new industries, stimulating production, generating business and travel, and making new jobs and payrolls.

**76** Six-page folder which describes permanent, inclined belt conveyors for interfloor handling of goods and materials.

**77** *Better Ways to Package, Unitize, and Ship*, a 40-page, pocket-size booklet, now in its 20th revised edition, which includes descriptions of Signode Steel Strapping Company's line of equipment, including compression strapping and jib crane systems. Lists a dozen strapping pointers to help shippers achieve better results. Helpful charts.

**78** Memorandum cargo tariff of British Overseas Airways Corp. which provides information on rates from New York to 188 destinations throughout the world. This new edition specifies commodities under 35 categories.

**79** How an electrical product manufacturer has been able to keep pace with rapidly expanding production, absorb new materials handling requirements, and enable a large portion of its operation to move inside existing buildings, is the subject of a new Lewis-Shepard case history bulletin.

**80** A new 16-page bulletin describes how engineered protection against shipping and handling can be achieved with elastomeric mounting systems.

**81** Four-page bulletin which describes how a rubber-tired wheel works and what it does in materials-handling applications.

**82** *ABC of Pallet Handling*, a handy digest-size booklet which describes different types of pallets and their uses. Shows how to estimate pallet requirements by floor area, weight, and unit. Loading instructions as well as safe pallet operation are given.

**83** *Is the Cart Before the Horse?*—two-page reprint of a controversial article which recently appeared in *Air Transportation*. The author questions the actual date of the so-called breakthrough in air freight and offers certain dynamic suggestions which would hasten the day of the breakthrough.

**84** New six-page, two-color brochure which describes five heavy-duty fork-lift trucks designed to handle van-sized shipping containers.

**85** Eight-page brochure which discusses and illustrates the subject of horizontal conveyors of various types.

**86** A new eight-page illustrated brochure produced by the Automatic Transportation Co. discusses how to solve the problem of proper fork-lift truck selection. Includes case histories.

**87** One of the finest travel movies we've seen to date is *Switzerland: Downtown Europe*, a new 16 mm film in color. Arrangements can be made for the free loan of this excellent film for presentation before interested business and civic groups. Just place a circle around No. 87.

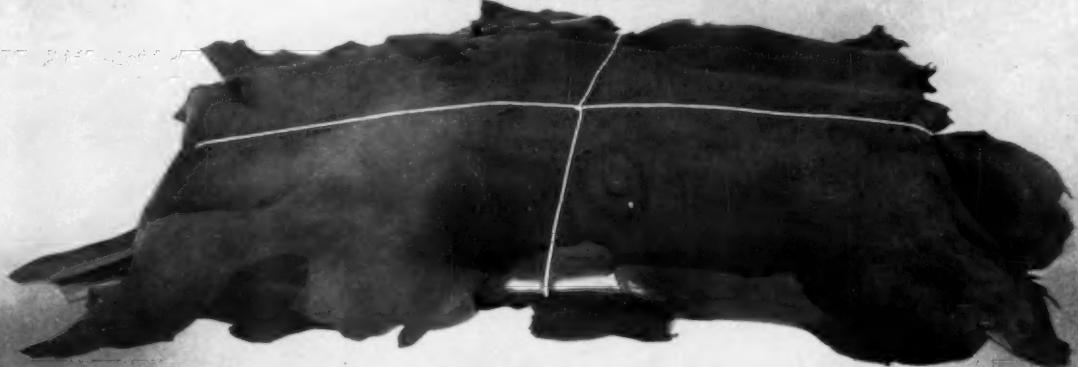
**88** Lewis-Shepard is offering a new six-page circular describing a high-stacking, 2,000-pound capacity walkie with a built-in charger.

**89** A real surprise—a 20-page booklet titled *The Cedarwings Route*, loaded with travel information about many European and Middle East cities. Contains innumerable helpful hints while abroad. Features fully 24 well-detailed maps. Only comparatively few copies are available. First come, first served. This offer probably will be withdrawn from this page soon.

**90** Irish International Airlines is offering a valuable little folder which details jet cargo rates between New York and scores of points in Europe, Asia, and Africa.

**91** A large air freight forwarding firm is offering a unique Routing Guide and Agents List, designed especially for use by shippers located in non-airport cities who require expedited truck-air movement.

**SHIP IT FAST!**

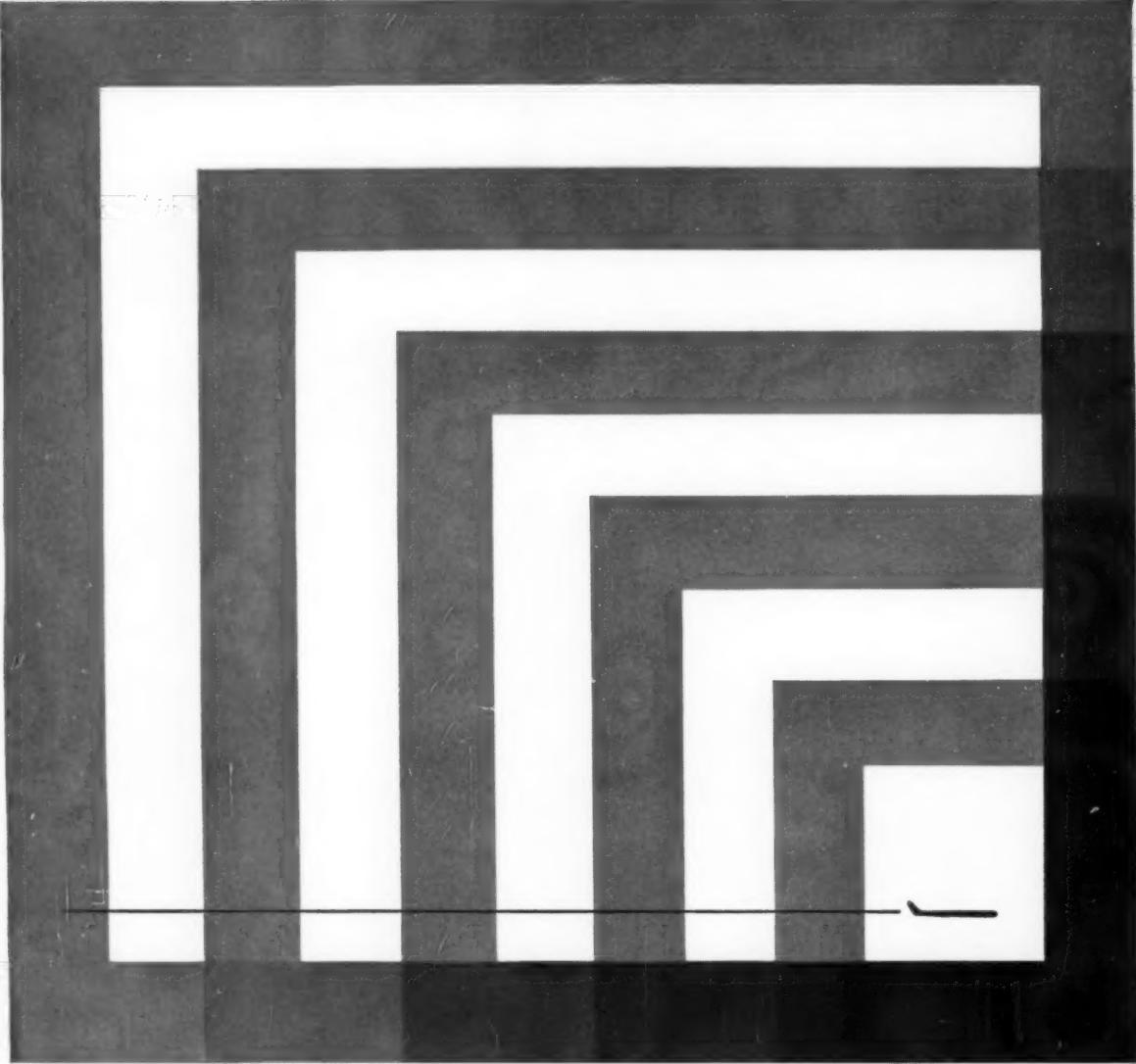


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